

كذبا من الأصل

The Daily Telegraph

AIR MAIL EDN.

BROOKS LEAD THE INDUSTRY IN UNIT VENTILATION 01-686 2361

W. H. CORK & Co. Ltd. BUSINESS NEGOTIATORS, CONSULTANTS, VALUERS and ASSESSORS

No. 36125. LONDON, THURSDAY, JULY 1, 1971.

Published daily except Sundays, December 25 and 26, and Good Friday. Entered on Second Class Mailer December 18, 1917, in the Post Office at New York under the Act of March 3, 1879.

SILENT TRAGEDY OF SOYUZ

3 cosmonauts die at controls

By FRANK TAYLOR in Moscow

THE RECORD-BREAKING orbital flight of Russia's three Soyuz 11 cosmonauts ended in silent tragedy and mystery at dawn yesterday when the men were found dead in their seats after what was apparently a perfect soft landing in the steppes of Kazakhstan, Soviet Central Asia.

Not many minutes before, as the spacecraft prepared to enter the earth's atmosphere, the cosmonauts were in radio contact with ground control. The braking engines, parachutes and soft-landing engines all worked normally—but there was no further contact with the crew as their craft floated towards the earth.

A helicopter recovery crew landed almost at the same time as the spacecraft. When the hatch of Soyuz 11 was opened, the three cosmonauts — Georgi Dobrovolski, 43, commander, Viktor Patsayev, 38, test engineer, and Vladislav Volkov, 35, flight engineer — were found dead.

Other Space News and Picture—P4 Editorial Comment—P14

'NO GRAVITY' THEORY FOR DEATHS

By Dr Anthony Michaels Science Correspondent

EVEN IF weightlessness should finally prove to be the cause of the deaths of the three Russian cosmonauts, it will by no means spell the end of man's exploration of space.

- 1—Soyuz 11 struck either a small meteor, a piece of space junk or an unknown satellite... 2—The spacecraft approached Earth on an incorrect re-entry orbit... 3—The heat shield of the capsule failed and led to heat death... 4—Excessive vibrations during re-entry and gross fatigue caused heart failure... 5—The equipment producing oxygen and correct temperature in the spacecraft failed owing to faulty design...

CROWN MADE 'PROFIT' FOR TAXPAYERS

by Our Political Correspondent An answer given to Lord Orwin in the Lords yesterday...

One report said that the three men were in a state of "complete repose."

There was no sign of pain on their faces, and no indication that they had struggled to save their lives.

All three cosmonauts were married with children. Only one of the men, Volkov, had been in space before.

Special commission An official announcement by Tass, the Soviet news agency, offered no explanation for the disaster, nor did it speculate on the cause.

Later it was announced that the Soviet Communist Party and Government had ordered a special commission to be set up to carry out an investigation.

A statement from the Kremlin said that the Soviet leadership and the whole people "deeply mourn the loss of these outstanding sons of our Motherland and express sincere condolences to their families."

Television transmissions opened with the same announcement, the shock seemingly accentuated by the fact that, until then, the Soyuz-Salyut mission had proved so successful.

In the streets people crowded round cars with radios for further news and elderly women broke down and cried.

The tragedy will undoubtedly give many Russians further cause for pondering whether the millions of roubles spent on space research—when standards of living in their country remain so low—are really worth it.

No hitches The first Tass announcement of the tragedy suggested that all had gone perfectly until the final moments when Soyuz entered the earth's atmosphere.



Grim-faced Muscovites listening yesterday to news of the cosmonauts' deaths on the radio of a bus already decorated with pictures of the three men.

MINTOFF SCRAPS TREATY

By HAROLD SIEVE in Malta

MR DOM MINTOFF, Malta's left-wing Prime Minister, last night abruptly scrapped the 10-year defence and aid treaty with Britain. "This agreement is no longer in being," he announced.

His irate statement came only a few hours after the departure for London of Sir Duncan Watson, the High Commissioner, to discuss Malta's terms for a continuation of the British military presence on the island.

Sir Duncan was attacked in the statement for "going back on his promise and delaying consultations by 24 hours."

While he could have ordered the withdrawal of British forces from Malta Mr Mintoff said he had preferred to allow Britain an opportunity to discuss and finalise new arrangements.

Under the agreement, expiring in 1974 Britain gives Malta £5,000,000 in aid annually in return for the stationing of a battalion of troops on the island and the use of Air Force and Naval facilities.

HIGHER PRICE END OF AGREEMENT

OUR DIPLOMATIC CORRESPONDENT writes: Mr Mintoff's statement indicates, amid characteristic bluster, that he wants a higher price for the stationing of British forces rather than their withdrawal for ideological reasons.

The British Government is resigned to the fact that, whatever the legal and diplomatic status of the present arrangement, if Mr Mintoff wants to scrap it there is no realistic way of making him keep it.

'ONLY HERE FOR THE BEER' SAY LIBYANS

By Our Staff Correspondent in Malta The Libyan mini-fleet steamed into Malta's Grand Harbour yesterday.

"We are only here for the beer," exclaimed a British-trained rating in Strait Street's Cairo bar, centre of the red-light quarter.

Court backs Press in Pentagon battle

By STEPHEN BARBER in Washington

THE Supreme Court ruled in a split decision yesterday that the New York Times and Washington Post may publish the secret Pentagon papers on Vietnam.

The majority opinion held that the Government had failed to prove its case that continued publications would do irremediable harm to the national interest.

Among the dissenters was Mr Burger, the Chief Justice.

Since the first extracts appeared, the Justice Department has argued that publication had jeopardised security, might have upset negotiations on nuclear arms, and might have retarded progress towards ending the war.

The court reminded the Government of the First Amendment to the Constitution guaranteeing freedom of the Press.

Judge Stewart argued that in view of the enormous power wielded by the President, "the only effective restraint upon executive policy and power in the areas of national defence and international affairs may lie in an enlightened citizenry (and) without an informed and free Press there cannot be an enlightened people."

Judge Black, at 65 the most venerable member of the court, went further, complimenting the newspapers for their "courageous reporting."

"Far from deserving condemnation in revealing the workings of Government that led to the Vietnam war, the newspapers did nobly and precisely that which the founding fathers hoped and trusted they would do."

The dissenters argued that the cases had been conducted in unbecomingly hostile terms.

HEATH LEADS ADMIRAL'S CUP TEAM

By DAVID THORPE Yachting Correspondent

MR HEATH has been appointed captain of the British team for the Admiral's Cup international yacht racing series, the Royal Ocean Racing Club said in London yesterday.

His yacht Morning Cloud was named a team member on Tuesday.

TRAFALGAR BID FOR CUNARD

By KENNETH FLEET, City Editor

TRAFALGAR HOUSING INVESTMENTS are making a take-over bid for the Cunard Steam-Ship Company, it was revealed yesterday.

Sir Basil Smallpeice and Sir John Wall, Cunard's chairman and deputy chairman, were told by Mr Nigel Brockley and Mr Victor Matthews, chairman and managing director of Trafalgar House Investments, that Trafalgar owned 21.1 per cent of Cunard's ordinary shares and intended to make a formal bid for the rest.

Trafalgar's price is in the region of 185p for each Cunard share, a figure that puts a value of more than £24 million on the Ordinary capital of Cunard.

The aptly-named Trafalgar will also make offers for Cunard's £2.5 million of Preference capital.

The Cunard board has not yet responded publicly to Trafalgar's proposals. Nor has it revealed the identity of the other possible bidder for the company with whom Cunard announced on Tuesday it was negotiating.

Clearly there is a possibility of a contest for control of Cunard. The company whose immediate shares are being bought...

JULY DRY AT FIRST, THEN UNSETTLED

July will be dry at first, but more unsettled later, according to the Meteorological Office's long-range forecast. The office admits to having been "seriously in error" with its June forecast.

A spokesman said: "We cannot put a finger on where we went wrong," but one of the factors considered on forecasts was how weather patterns compared with previous years.

The years which showed a similar pattern to this year had been 1957, an average summer; 1940, a hot summer, and 1949, warm and dry. But the weather this month had confounded the pattern and had been worse than in any of the comparable years.

MERCEDES CAR PRICES RISE 4 pc TODAY

By Our Motoring Staff Mercedes-Benz car prices go up by an average of four per cent in Britain today, adding £75 to the cost of a 220 saloon. The 600 limousine will be £645 dealer.

The rises, the first in 30 months, were caused by increases by the factory in Germany and the upward trend in the value of the mark, the company said.

Examples of the new prices (increases in brackets) are: £2,651 (£73); 280 SE, £3,650 (£156); 250, £3,125 (£150); and 600, £11,794 (£245).

RETAIL INDEX UP By Our Political Staff The Retail Prices Index has risen by 5.4 points, or 5.7 per cent, to 152.2 points since the introduction of decimal currency last February.

INDEX TO OTHER PAGES

Table with 2 columns: Page, Page. Home News ... 2, 3, 8 and 15; Foreign News 4 and 7; Arts Notices ... 11; Art Sales ... 11; Births, Marriages & Deaths 30; Books ... 6 and 7; City News ... 17, 18 and 19; City Prices ... 18; Classified Advt Index ... 13; Court and Social ... 12; Entertainments Guide ... 29; Leader Page ... 14; Obituary ... 12; Personal ... 12; Parliamentary Report ... 9; Sky at Night ... 8; Sport ... 26, 27, 28 and 29; Way of the World ... 12; Woman's Page ... 13.

Teachers' strike gives 400,000 pupils day off

By JOHN IZBICKI, Education Correspondent

ABOUT 400,000 children had the day off school yesterday and many thousands more were affected by a one-day strike staged by the 55,000-member National Association of Schoolmasters in protest against the way its salary claim is being handled.

Hundreds of schools were closed or partly closed as the teachers converged on London for a Hyde Park rally. Ten special trains, 250 coaches and private cars brought about 35,000 strikers from all over the country.

More than 200 Northern Ireland members flew in by a charter plane. Many hundreds of women of the Union of Women Teachers, whose 15,000 members joined the strike, went to the rally.

The strike has cost the masters' union about £50,000. The teachers whose stoppage coincided with the opening of the arbitration tribunal on teachers' pay, disregarded the many "O" and "A" level examinations still going on.

They said their views and those of other minority groups on the Burnham Committee, were being disregarded at the tribunal, chaired by Lord Pearson.

LENDING GUIDELINE RENEWED

By RODNEY LORD, City Staff THE Bank of England has extended its guidelines on bank lending for a further three months on the current basis.

Discussions with the banks and finance houses on the new system of credit control outlined in the Bank of England's paper in May on "competition and credit control" have not been completed, which makes a holding arrangement necessary.

Leading by clearing banks and members of the Finance Houses Association to the restricted sector—excluding finance for exports and shipbuilding—has been fixed at 10 per cent above the level of mid-March, 1970, at mid-September.

This represents an addition of 2½ per cent in the current quarter on the March, 1970, level as set out in the last Budget. Credit increases during the year to March, 1971, were restricted to 5 per cent.

Lending £125 million more Similarly the ceiling on advances by other banks is lifted to 12 per cent of the mid-March 1970 level. Their increase in 1970-71 was 7 per cent, and the present arrangement is 2½ per cent per quarter as for the clearing banks.

The increase means that the banks can lend an extra £125 million during the current quarter.

DEAN FOR TRIAL ON NEW CHARGES

The Anglican Dean of Johannesburg the Very Rev. Gonville French-Bevagah, 59, was on trial in Johannesburg yesterday on new charges linking him with terrorist activities against the South African Government.

The prosecution dropped original charges against him and substituted a 36-page indictment under the more serious Terrorism Act.

Evonne Goolagong, 19-year-old Australian champion of France, challenges the seemingly invulnerable Margaret Court tomorrow for the Wimbledon title.

Yesterday she defeated Billie Jean King, finalist for the past five years, 6-4, 6-4, in the semi-final.

Lance Tingay and Pictures—P28 Peterborough—P14

Dear Breadwinner

Sorry I laughed when you nearly fell downstairs this morning. Didn't mean to. You were right to be frightened. I was too when I thought of it.

The children and I are totally dependent on you. Money would soon run out. Fixing the stair carpet is not enough.

Soon after, your father phoned. "Tell him to give the risk on his life to the Scottish Provident. They are used to accepting risks. In return you get security. It's done so you all benefit—even if he doesn't have an accident."

"He selects one of their endowment assurances. It's only a few pounds a month, whatever he can afford. Then they insure his life for thousands of pounds. Tell him if he doesn't give my favourite daughter-in-law more security I'll disinherit him!" End of message.

Supper is in the oven. Don't burn yourself on the dish. Please fetch me early darling, you know how boring Maggie's bridge evenings are.

Kisses, Tessa.

You win both ways with a Scottish Provident endowment: security in case of death; or a handsome cash payout if you survive. It's very simple and secure. Of course, for the very best, ask your broker about Selected Period Investment. It's a unique Scottish Provident idea. No broker? Then look in the yellow pages. Or send for our leaflet.

NAME Mr Mrs Miss ADDRESS D.T.s Date of Birth Month/Parent £

THE Scottish Provident helps you look ahead with assurance 8 St. Andrew Square, Edinburgh EH2 2TA. Tel: 031-559 1497



# COLOUR BAR IN WORKING MEN'S CLUBS GROWING

By TERENCE SHAW, Legal Correspondent

RACIAL discrimination in working men's clubs, usually a crude colour bar, was increasing dangerously, the Race Relations Board said in its annual report yesterday.

It said that working men's clubs, together with employment and accommodation agencies, were areas where the Race Relations Act, 1968, had had little effect so far in stamping out discrimination.

The Board also foresees worsening racial problems as immigrants become better established and seek to move from the inner areas of cities, where they first settled, to predominately White suburban areas.

"We suspect that they will encounter substantial resistance based on fears for property values. The law and indeed our society will face an increasingly critical test as the expectations of the minority communities increase, especially the expectations of people born and bred in this country."

**Discrimination growth**  
Of the growth of discrimination in working men's clubs the Board says that in some towns, particularly in the Midlands and the North, these clubs played a central part in social life.

"Once a man knows that the colour of his own skin makes him unacceptable in his White workmates' club, his relations with them must be adversely affected, no matter how good they had been.

"The knowledge that he can drink with the men in a pub and go to the same cinema, dance halls and cafes is likely to make his exclusion from the club the more unbearable."

With about 4,000 clubs in the country with a total membership of 3,500,000, such discrimination was "no small matter."

The Board is already appealing to the Court of Appeal in a case involving the alleged refusal of admission to membership of a club. Two other county court actions alleging that clubs refused to admit a coloured person as an associate member and as a guest of a member are being heard this summer.

Discrimination by employment and accommodation agencies was often based not on prejudice but on usually unreasoned fears that to conform with the Act could be commercially damaging. Agencies were afraid of losing clients to others.

Many employment agencies saw themselves in the distasteful middle position between clients who gave them dis-

crimatory instructions and the victims or potential victims of discrimination.

The situation would be eased if every agency of importance refused services to clients who gave discriminatory instructions, and firms ensured that employees dealing with recruitment and selection did not discriminate unlawfully.

Often discrimination in firms was carried on by people in comparatively junior managerial and supervisory positions, and it was ended when brought to the attention of higher management.

The Board criticised accommodation agencies who said they discriminated to avoid coloured people "banging doors slammed in their faces."

Even if these doorstep confrontations were unpleasant, the coloured man at least came face to face with the discriminator who had to perform the act of rejection himself. It made unlawful discrimination less effortless and brought it into the open.

**Fewer complaints**  
Despite its "appeal" in previous years for victims of discrimination to complain, the number of complaints received last year by the Board fell to 1,024 compared with 1,549 in 1969-70.

This is partly attributed to the fact that complaints against the police—invariably outside the scope of the Act—were not included in the figures, that complaints of discriminatory advertising fell from 131 in 1969-70 to 46 last year, and a decline in the number of "persistent complainers."

Alleged discrimination in employment again brought most complaints. The Board decided that there had been unlawful discrimination in 38 out of the 557 complaints disposed of about nine per cent. of the total compared with 6.4 per cent. last year.

(Report of Race Relations Board 1970-71 Stationery Office, price 55p.)

### MIGRANTS FINED

Three Pakistanis who tried to bypass immigration controls at Dover were each fined £70 yesterday.



## SUMMONSES AGAINST SNOWDON

Daily Telegraph Reporter THREE summonses accusing the EARL OF SNOWDON of dangerous and careless driving and unsafe reversing were issued by Haywards Heath magistrates yesterday, to Mr RAY BELLISARIO, 35, freelance photographer, who specialises in unofficial pictures of the Royal family.

Mr Bellisario, of Hatch Lane, Harmondsworth, Middlesex, has brought a private prosecution against Lord Snowdon after an incident involving their cars at Handcross, Sussex, on May 21. He applied for the summonses last week.

They are returnable at Haywards Heath magistrates court on Aug. 16. Lord Snowdon was not in court yesterday and was not represented.

### Request to Bench

Before Mr Laurence Burtonshaw, chairman, announced the decision to issue the summonses, Mr ALAN NEWMAN, counsel for Mr Bellisario, asked the Bench to disregard any news reporting which they had seen and which had been unfair to Mr Bellisario. "It is a cardinal principle of the British law that no man is above the law, whether he is a member of the Royal family or a humble citizen," he said.

Mr David Edwards, commodore of the Royal Ocean Racing Club, announcing yesterday that Mr Heath is to captain the British team for the Admiral's Cup series starting on July 31. Others, from left: Mr. Bob Watson, whose Cervantes IV is in the team with Morning Cloud; Mr Alan Green and Mr Alan Paul, club officials; and Mr Arthur Slater, whose Prospect of Whitby completes the team.

## MAN IN SEA HID IDENTITY

By JOHN OWEN

SURGEONS, doctors and hospitals throughout Britain are being asked to help police identify a man who destroyed all his personal documents and ripped the page bearing his signature from his hotel register before drowning himself at Exmouth, Devon.

The man, who told people in the York Hotel he was a retired sea captain on "a working holiday," had had a kidney and his right knee cap removed. Devon and Cornwall police said yesterday it was hoped the medical profession would recognise the surgical details.

### Body washed up

"There must be hospital records in existence which could clear up the mystery," said Det. Chief Supt Proven Sharpe, head of Devon and Cornwall C.I.D. A full description of the man and his operation scars would be available to doctors and the medical journals would be asked to report details.

He arrived at Exmouth on April 30 and booked into the hotel for one night, but extended his stay. His body was washed up at Orcombe Point on May 7 and a verdict of suicide by drowning was recorded at the inquest.

## Devoted wife left list of chores before suicide

DAILY TELEGRAPH REPORTERS

A DEVOTED wife and mother wrote instructions on how to tackle the family chores, from cooking breakfast to defrosting the refrigerator, before she committed suicide with a massive overdose of barbiturates, an inquest was told yesterday.

Some of the instructions, written on neatly numbered pages torn from a notebook were read at the Stoke-on-Trent inquest by the coroner, Mr FREDERIC HANS.

The notes, by Mrs JESSIE CHADWICK, 45, told her husband CHARLES, to turn on the immersion heater an hour before starting the washing and how to move the kitchen equipment to get the machine out.

Mrs Chadwick also left details of where to shop for their two teenage children, which saucapans to use, how to defrost the fridge and even instructions for the family meal on the night she died at her home in Boughey Road, Shelton, Stoke.

Mr Hails said she left details of all the routine to enable the family to carry out a normal life. She even left details of the children's pocket money.

"She took great care of her family. She was doing her best to ensure they could fend for themselves, as she was determined to take her life," said the coroner, recording a verdict of suicide.

After the inquest Mr Chadwick, 58, a clerical worker, said: "The instructions have been invaluable. My wife did everything for us."

"I have no idea why she took her life. We were a close family and obviously my wife took great care to make sure our life was not disrupted more than could be expected."

# Sex-taboo adults have no right to advise, red book court told

DAILY TELEGRAPH REPORTER

ADULTS who adopted taboo and negative attitudes towards sex had no right to hold themselves as advisers to children, an educational psychologist told the "Little Red School Book" trial yesterday.

"This lack of sympathy and understanding is one of the primary causes of the generation gap," Dr JAMES HEMMINGS told the court at Lambeth.

Dr Hemmings, a defence witness, had been asked what he felt about criticism that the book did not condemn pre-marital sex.

It was the second day of the case in which RICHARD HANDYSIDE, 27, sole proprietor of Stage One, publishers, of Theobalds Road, Holborn, has denied two charges under the Obscene Publications Act.

Handyside, of Aldebert Terrace, Stockwell, is accused of possessing for gain 130 copies of "The Little Red School Book" on April 1, and a further 1,006 copies on March 31.

### Ridden by guilt

Asked by Mr JOHN MORTIMER, Q.C. defending, if there was any harm in masturbation, Dr HEMMINGS said: "Masturbation, no. Guilt about masturbation, yes."

"The book helps to lift masturbation guilt, and therefore breaks the obsessive power of masturbation over young people."

"They are ridden with guilt about masturbation. Therefore, I think that this paragraph in the book will do good."

A lot of young people felt that they must have intercourse, but a section of the book dealing with petting meant that happiness could be obtained without full intercourse by teenagers.

Many simple societies used this method for dealing with sexual feelings.

Contraceptive advice was still absolutely essential for dealing with the increasing illegitimacy problem among young people. The availability of contraceptives for children was also "quite essential."

In a discussion on pornography, defined by Mr MORTIMER as "big pictures of girls, which are designed to arouse lustful thoughts in the individual," Dr HEMMINGS said

"Girls" magazines were the underground literature of the modern secondary school. "They are passed around under the desks from one to another—at least before they are confiscated," he said.

Later he said the book's passage on homosexuality would relieve the anxiety of young people who believed themselves homosexual.

Its section on venereal disease advocated early treatment for anyone infected. "They are dealing with venereal disease as though it is like a sore throat or a sprained wrist."

The paragraphs on abortion listed sources that might be of help. He did not regard the book as pornographic.

### Wholly admirable

Mr CASPAR BROOK, director of the Family Planning Association, another defence witness, described the book's section on contraception as wholly admirable. It gave accurate information on how to avoid "the disaster" of an unwanted pregnancy.

Dr AARON RYAN, health service adviser at Sussex University, also for the defence, said his four children—aged 11, 14, 17 and 18—had read the book. There was nothing in it to harm children aged between 10 and 21.

A survey showed that 10% of a sample had been told nothing at all about sex by their parents. Most parents had not mentioned it to their children.

He added that in 21 years of medical practice "I have never encountered a patient whose problems result from reading a book."

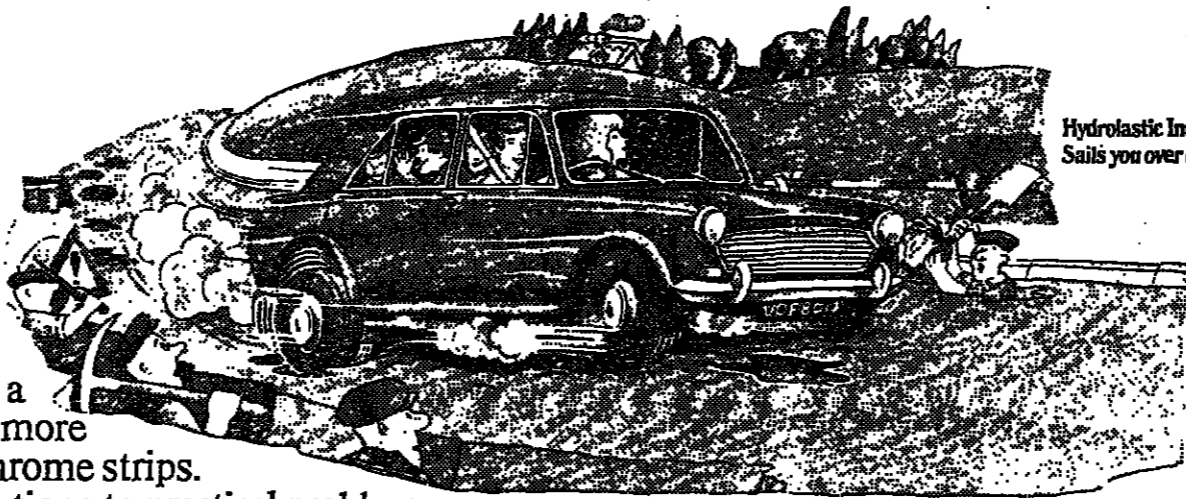
The hearing was adjourned until today.

## DOG HAD BAG OF CANNABIS

A policeman searching a youth for drugs found nothing—until he turned to the Irish wolfhound at his heels. Under its collar was a brown paper bag containing 480 milligrams of cannabis. Brian Butler, 20, of Britannia Row, Islington, who had been walking the dog, was fined £10 at Old Street court yesterday for having the drug.

# £842\*

## That would be a competitive price. If we had any competition.



Hydrolastic Independent Suspension. Sails you over county council battlegrounds.

Opposition, yes. Competition, no. Competitive comparisons practically cease to exist when you start comparing our 1100/1300 with the opposition.

To consistently turn out cars that are in a design and engineering class apart you need more than a predictable annual game of musical chrome strips.

You begin with radical, but sensible solutions to practical problems

—a combination of design characteristics that will keep its freshness when other cars are patching up their problems.

We began with three basic ideas.

First, we mounted our engine sideways.

Result: Less engine room, more people room. A shorter car than the Beetle with nearly as much rear seat leg room as in a Silver Shadow.

A family car, even when the family consists of four adults.

Second, front wheel drive.

Result: Still more leg room (no transmission tunnel) and a better kind of cornering (you get pulled through bends instead of pushed into them).

And with the engine over the front wheels you pull out of muck while

conventional cars sit and spin.

Third, Hydrolastic® independent suspension.

Result: At the end of four hundred miles you're ready for a meal instead of a massage.

Finally, we considered economy to be an essential design characteristic—

something that should be built into the car. That means more than just a low purchase price. It means a fat 35 mpg and a fatter wallet when you've paid for a year's driving.

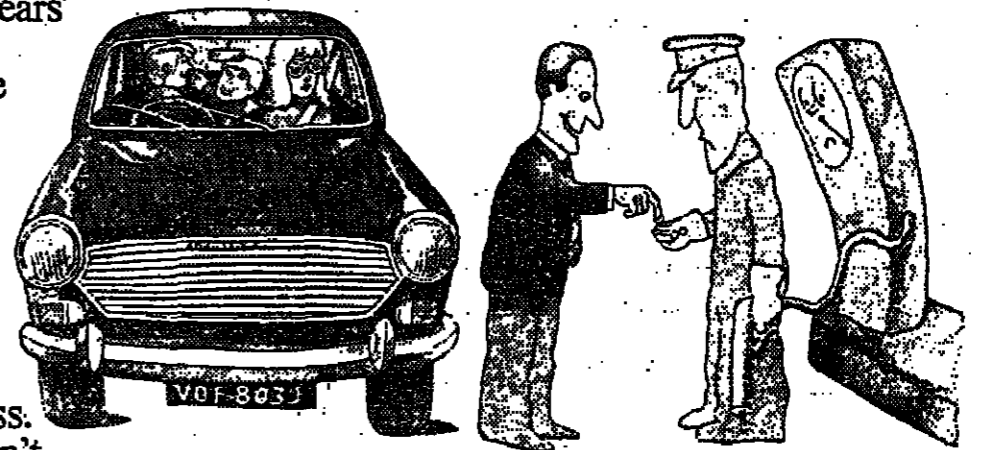
That's what we began with. And that's what we've stayed with.

We've made improvements rather than changes. A faster, more luxurious 1300, then an even faster, even more luxurious 1300 GT.

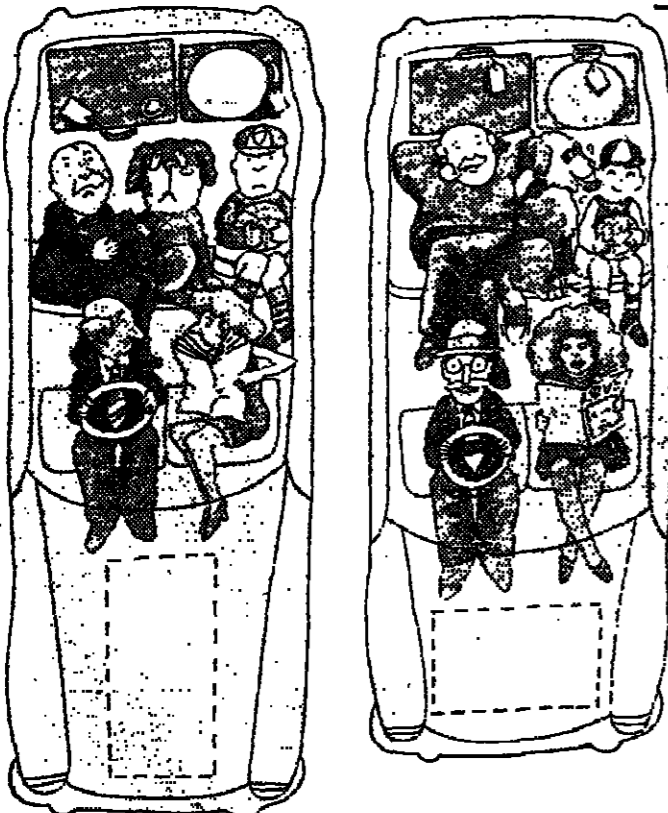
And today, eight years

and seven thousand refinements later, we've still got the most thoughtfully designed, brilliantly engineered, sensibly improved, thoroughly perfected range of cars on the road. And Britain's biggest motoring success.

What we still haven't got is competition.



Economy is a design characteristic. It's built into the car.



An engine doesn't need room. People do.



Austin

## The 1100. The 1300. The 1300GT. Competition? What competition?

\*Recommended price from £842 (inc. P.T.) ex-works. Automatic transmission optional at £98 (inc. P.T.). Delivery charges, seat belts, number plates extra.





## In fact, money's not that difficult to find this year.

The only place in Britain putting in overtime, it seems, is the bankruptcy court.

More businesses have been going broke lately than ever before.

And what about all the new factories that aren't being built? The new product ideas that are being left to gather dust?

It's enough to make the smaller businessman think that money for expansion isn't to be had anywhere.

Well, perish the thought.

There's capital around. And if you show

you've got a good use for it, we've got it to give.

If you need only a little (£5,000 or so), a little is what you'll get. If you need more (up to £500,000), you'll get more.

You'll get it on the right terms, too. Terms that suit the pair of us.

We won't want a majority shareholding. Nor will we expect you to go public if you don't want to.

You'll go on running your business the way you always have. Your own way.

Not that we can't chip in with advice when

you need it. We've helped over 3,000 businesses in the past quarter-century. And it's taught us one thing if nothing else.

Advice can sometimes be more useful than money.

Industrial and Commercial Finance Corporation Limited. Please contact your local office, listed under Finance Companies in Yellow Pages.

Head Office: Piercy House, 7 Copthall Avenue, London EC2R7DD. **ICFC**



# SENATOR DEFIES NIXON WITH 4-HOUR 'SECRETS' READING

By STEPHEN BARBER in Washington

AN American senator yesterday staged a one-man revolt against Government efforts to keep the contents of the top secret Defence Department study into the origins of the Vietnam War from the public.

Thwarted in his attempt to get it into the Congressional record by reading excerpts aloud in the Chamber, Senator Mike Gravel, 41, a newly-elected Democrat, called an extraordinary meeting of an obscure sub-committee on buildings of which he is chairman.

He then began reading out loud from what he said was a summary of the Pentagon papers.

He said: "I did not seek to acquire them. They were given to me. Not to maintain public would be a dereliction of duty morally. . . I do not have them all but I believe I possess more than half of the total work."

Later he released to the Press several hundred pages of the documents.

### Unlawful possession

Most of what he read was from the early stages of the report ordered by Mr Robert McNamara, the former Defence Secretary. They dealt with America's initial involvements in Indo-China.

It was reliably learnt later that Senator Gravel obtained his copy of a part of the papers through a go-between from Dr Daniel Ellsberg, the former Pentagon analyst who has been charged with unlawful possession of the controversial documents which he photo-copied.

Senator Gravel read for nearly four hours until his voice gave out. Then, overcome with emotion, he said: "For 20 years, particularly the last 10, we have been the victims of our South-East Asia policy, not the masters of it."

He went on: "The greatest representative democracies the world has ever known—the nation of Washington, Jefferson and Lincoln—has had its nose rubbed in the swamps by petty warlords, jealous Vietnamese generals, black marketeers and giant-scale dope pushers."

At that he declared his sub-committee adjourned.

### Exit to cheers

It was then past 1 a.m. and the 50 spectators, reporters and Congressional assistants present let out a cheer as he withdrew.

Senator Gravel's sharpest criticism of the Nixon administration came in his statement in the Chamber before he resorted to his surprise move after being shut off because of technical lack of a quorum.

He accused President Nixon of trying "to manipulate the Senate into silence" by suppressing publication of the report in the American Press.

The Alaskan senator had an American flag pinned in his lapel.

At the end of the session he whispered hoarsely: "What I do today I do because we love this country. . . I felt I had to do it some way."

"I could have hung on to the papers, but I am overpowered with the fact that at this very moment we are killing people with our tax dollars."

He said he had received his copies of the report last Thursday.

### Explosion risk

It was uncertain yesterday whether Senator Gravel would be formally censured or expelled for his unprecedented action. He himself said he realised when he took it he "ran that risk."

Senator Hugh Scott, leader of the Republican minority, said that the Democrats should determine whether their colleague had broken the rules by disclosing the contents of papers sent by President Nixon to Congress under seal of secrecy.

But Senator Mike Mansfield, the Democrat leader, was doubtful whether this could be held to apply since the Alaskan had apparently come by his sections of the secret report independently.

Senator Gravel said he had 4,000 of the 7,000 pages in the Pentagon study.

Portions he released to the Press showed that during the late 1950s when President Eisenhower was in office, the Government had failed to disclose the risks America was running through already being deeply involved in Vietnam.

### Shaky regime

The summary said that South Vietnam had the largest American aid mission anywhere in the world by 1958 and the only military mission commanded by a lieutenant-general.

American intelligence officials had then begun reporting that despite substantial American help the regime of President Ngo Dinh Diem was shaky and its use of aid was "below that which is politically desirable."

It said that "classified policy papers through 1959 dealt with risks (while the public statements of American officials did not refer to the jeopardy . . .

"On the contrary the picture presented to the public and Congress . . . by Administration spokesmen was of continuing progress, virtually miraculous improvement year in and year out."

Soon after the defeat of the French at Dien Bien Phu in 1954 and the signing of the Geneva Agreement, American intelligence concluded that the chances of setting up a strong anti-Communist régime in Vietnam were "poor" and that the situation was likely to continue to deteriorate.

Despite this estimate, America had moved in promptly to "shoulder out" the French

while bringing about the South East Asian Treaty Organisation alliance to shore up the situation.

The report said that "within a matter of weeks of the Geneva agreement being signed America firmly and finally committed itself to unstinting support of Ngo Dinh Diem, accepted his refusal to comply with the agreement and acceded to the withdrawal of French military power and political influence from the area."

It is disclosed that barely a week after the late President Kennedy took office in 1961 he received and approved a counter-insurgency plan which had apparently been undergoing drafting for eight months previously.

The American Joint Chiefs of Staff estimated that at that time take 40,000 troops to "clean up" the Viet Cong.

Some portions of the material released by Senator Gravel seemed to conflict with other sections of the Pentagon papers previously published in which intelligence reports raised doubts particularly as to whether large-scale North Vietnamese intervention came before or after the introduction of American combat forces.

The Senator's papers dates the Hanoi decision to intervene from May, 1959, but notes that there was considerable confusion on the subject because the Americans did not have "a good intelligence operation" in South East Asia until 1965.

### Saigon friction

In Sept. 1965, the late Senator Robert Kennedy told his brother, the President, that America had to decide "whether to get out of Vietnam entirely" or support a Government capable of preventing a Communist takeover.

This took place at a meeting of the National Security Council called to discuss the problem of increasing friction between American officials on the spot and President Diem.

A fortnight later Diem launched police raids on Buddhist pagodas throughout South Vietnam—an act which led the Kennedy administration ultimately to approve the generals' plot, headed by General Doung Van Minh (Big Minh), aimed at Diem's overthrow.

This plot failed and a second one was put together which finally resulted in the ousting and assassination of Diem.

During this period, the report says, the President and some of his advisers began to have second thoughts about switching horses so suddenly.

Another section of the report recalls that as early as November, 1961, Mr McNamara recommended to President Kennedy that any commitment of American forces to combat in Vietnam should be coupled with "a willingness to attack North Vietnam."

He was backed up in this by the Joint Chiefs as well as by Mr Walt Rostow, later to become President Johnson's hawkish special assistant.

### Disguised troops

General Maxwell Taylor, then chairman of the Joint Chiefs, urged that American forces would be needed to cope with a "crisis of confidence" affecting the Saigon Government. He suggested that American troops should be sent into the Mekong Delta area in the guise of flood control specialists.

A "generous infusion of American personnel at all levels of the Vietnamese Government and Army" was also recommended at that time.

Despite this advice, however, the late President decided to send advisers and military equipment but not combat troops and the subject was still being debated within the Government when he was assassinated in November, 1963.

The Christian Science Monitor in its second instalment of Pentagon disclosures, said America ignored eight appeals for help from Ho Chi Minh in 1945 and 1946 when fighting broke out between his guerrilla forces and the French.

Ho asked for American intervention against the restoration of French colonial rule, asking to be given similar protection to that accorded the Philippines. America had not at that time made up its mind whether Ho was a Communist, but in 1948 considered his Government to be a coalition in which "avowed Communists held influential positions."

Editorial Comment P14

### RADIO RELIGION FOR CHINA

By Our Churches Correspondent  
A plan to reach China with radio religious programmes is to be launched by the Far East Broadcasting Co. from the island of Cheju, off South Korea.

It is intended to set up a 250,000-watt medium-wave station beamed on China, which claims to have a radio receiver for every eight or nine people.

### 'Z' SUIT FAILS

A civil court in Paris yesterday dismissed a suit by Mrs Gregoire Lambakis charging that the film "Z" portraying the death of her husband in 1965 was an invasion of her privacy. Mr Lambakis, a left-wing Greek deputy, was murdered in Salonika—U.P.I.



### Around America PEKING SAYS NO TO PAPER TIGERS

By Our New York Staff  
AN invitation to the Peking Opera company to perform in America was answered by an attack on "money-scented capitalists and paper tigers."

Mr Liu Hsing wrote: "Our model dramas are specially prepared for the appreciation of our working people, not for our enemy and money-scented capitalists like you by whom a criticism and attack on the Opera after seeing it, may be repeated."

He suggested that the invitation might be intended to "soften up the Chinese people's fighting will." He wrote: "This is what we cannot tolerate. Imperialism and all reactionaries are all paper tigers. They must be broken through and overthrown."

Undeterred by the hostile nature of the letter, Dr Norman Singer, director of New York's Centre of Music and Drama said: "That probably means the beginning of negotiations. I shall write again."

### STILL BITTER Leaders swap letters

A NEW chapter in the bitter relationship between Governor Rockefeller of New York and Mayor Lindsay of New York City has been written in an exchange of letters on the city's financial woes.

Governor Rockefeller warned the mayor he must never again present the State with a budget involving more than £200 million taxes, but must provide economies to fend off future "real or synthetic" crises. Mayor Lindsay countered that such a lecture was hardly fitting from a Governor sponsoring the \$625 million building project known as South Mall in Albany.

### NIXON BACKS HOOVER Speech to FBI

PRESIDENT NIXON said yesterday that the majority of Americans are behind Mr J. Edgar Hoover, the 76-year-old chief of the Federal Bureau of Investigation whose retirement has been recently widely called for by the American Press.

The President, who was speaking at a graduation ceremony at FBI headquarters said: "I can say from experience that he is a man who has never served his country and he deserves credit for that."

### £104M HOTELS CLAIM "Guests overcharged"

NEARLY 1,000 of America's leading hotels are named in a £104 million suit alleging overcharging of patrons which has been filed in New York Federal Court.

The suit is brought by Mr Jacob Fuchsberg, a New York lawyer, on behalf of patrons who claim that they have been overcharged during the last four years.

Last week the United States Supreme Court awarded \$45,000 to patrons of the Waldorf-Astoria, New York, who had been overcharged for "sundries."

### LUNCHTIME SCANDAL Freeloading space staff

SENATOR MARGARET CHASE SMITH thought it scandalous that officials of the National Aeronautics and Space Administration earning £12,500 or more a year, were able to buy a complete lunch in their office dining room in Washington for 19p.

Since the food cost an average of £1.75 a head, she thought this was freeloading at the taxpayers' expense. The subsidy has now been dropped.

### PARIS AIRLINES STRIKE THREAT

By Our Paris Staff  
French airline pilots and aircrews said yesterday they would strike for at least 48 hours in protest at new regulations meaning longer working hours, which they consider jeopardise operational security. The three main French airlines will be totally paralysed by the strike, expected for the end of next week.

At a Press conference in Paris yesterday, spokesman for the aircrews said five days notice would be given to allow passengers time to switch to other airlines.

### Kissinger flies to see Thieu today

By Our Washington Staff

PRESIDENT NIXON is sending Dr Henry Kissinger, his national security affairs assistant, on a fact-finding mission to Vietnam today, the White House announced yesterday.

Dr Kissinger is to follow up talks with President Thieu and other officials in Saigon with meetings with Thai leaders in Bangkok and possibly visits to other South-East Asian countries.

He is also to consult in India and Pakistan before going to Paris for talks with Mr David Bruce, the American envoy at the Vietnam peace talks.

The announcement was made yesterday before the President's National Security Council met for what was understood to be a thorough review of the American position prior to the resumption next week in Helsinki of the Strategic Arms Limitation Talks with Russia.

Our SAIGON CORRESPONDENT cabled: President Nguyen Van Thieu yesterday predicted for "late 1972 or early 1973" a big and decisive battle between the armies of North and South Vietnam.

The prediction was made at a graduation ceremony at the National War College in Saigon, in the course of which Mr Thieu also publicly stated for the first time his intention to run in the next Presidential elections in October.

President Thieu declared he did not believe the enemy to be ready for a negotiated settlement until after the next American Presidential elections.

"Only after the allies stop taking part in the actual fighting—by late 1972 or early 1973—will a big and decisive battle develop between the armies of

North and South Vietnam," he said.

"The result of this battle would be either serious negotiations for a peace settlement or a tacit acceptance by the Communists of a military fadeout," he said.

### Dump destroyed

The second Viet Cong mortar attack in two days yesterday wiped out the biggest allied ammunition depot in the central half of South Vietnam. Exploding shells crumpled scores of ramshackle houses half a mile away.—A.P.

### SOVIET ATOM TEST

An underground explosion in the Siberian Semi-Palatinsk area, the traditional Russian nuclear test site, was recorded by the Uppsala Seismological Institute in Sweden yesterday. It was the strongest of the three explosions recorded this month.—U.P.I.

# Harrier production may be switched to America

By OUR WASHINGTON STAFF

THE United States Defence Department is considering transferring assembly of the Hawker Siddeley Vertical Take-off and Landing Harrier to America, Mr David Packard, Deputy Defence Secretary, said in Congressional testimony released yesterday.

The United States Navy bought 18 Harriers for the Marines last year, and the present Pentagon budget includes funds for 30 more.

Mr Packard told the House Armed Services Appropriations Subcommittee that for the time being "I think as a practical matter we will continue to get the full increment of Harriers from England."

But "we would like to direct some effort towards planning to be able to build them here if we need to procure large numbers."

### Rolls-Royce crisis

He said that the Rolls-Royce bankruptcy had influenced the Pentagon's thinking. The Harrier has Rolls-Royce engines.

"The Rolls-Royce situation has encouraged me to ask the Navy to address this matter of whether they should get Harriers in Britain or over here," he told the Committee.

Hawker Siddeley has a legal agreement with McDonnell Douglas of St Louis which would permit the Harriers to be assembled in America.

But plans to do this were held up last year when the Congressional Armed Services Committee asked the Pentagon to study further the question of whether the Harrier was preferable as a close support aircraft to the Lockheed Cheyenne armed helicopter and an experimental Air Force jet.

In the same secret testimony released yesterday Mr Packard again voiced his own doubts about prospects for the Lockheed TriStar.

The Government has asked Congress for a £104 million bank guarantee to enable the company to continue building the TriStar, which is powered by Rolls-Royce engines.

Mr Packard said he believed that Lockheed would have to sell 300 TriStars to break even, and that he doubted whether a market existed for that many. Lockheeds have put their break-even point at 2C5.

In testifying before the Senate Banking Committee on the Lockheed loan guarantee recently, Mr Packard was equally cool on the subject of the TriStar, it may be recalled.

### NO ATOM THREAT FROM CHINA YET

By Our Washington Staff  
China would not be able to mount a nuclear threat against America for "many years," Mr David Packard, the United States Deputy Defence Secretary, has assured Congress.

"The Communist Chinese may have a limited intercontinental ballistic missile force of some 10 to 25 operational launchers as early as 1975," he told the House Defence Appropriations Subcommittee in a secret session in March.

But he predicted that technical manpower considerations would slow Chinese development down and that the United States' own Safeguard antiballistic missile system would be enough to cope with any Chinese threat until the late 1970s.

# Wimpey well ahead—once again.

Midland Links Motorways  
Ministry of Transport  
Contract 11 opening Sept 1st July 1971  
Consulting Engineers: Sir Owen Williams and Partners London  
Bridges built by Kier Ltd.

# WIMPEY

Contractors to the world.





Foot scoffs at 'bowling-alley boys'

TWO MINISTERS 'NOT TO BE TRUSTED WITH STEEL POLICY'

THE two junior Ministers at the Department of Trade and Industry firmly believed that the steel industry should not be greatly expanded...

Recalling a remark by Mr Ridley, Under Secretary for Industry, that it might be more sensible to invest in a bowling alley than a steel mill...

Change and uncertainty Opening the debate on a formal motion for the adjournment of the House...

Market entry change In the event of British entry into the Common Market, the activities of the Consumers' Council would have to stop...

would group together the joint interests of the corporation and consider introducing private capital. All of this, it was hoped, meant a determined effort to reduce the very great calling by the corporation on public funds for its financing.

"Best of the bunch" MR FOOT (Lab., Ebbw Vale) said he might have seemed a little churlish in his comments...

Consultations pledge Mr Davies had broken the pledge given to consult with the trade union side of the steel industry...

Prices intervention In certain circumstances he did not oppose Government intervention on some prices...

ject to provisions in the Iron and Steel Act? "I don't want to cause any difficulty in this respect. I know that provision is an essential part of the area in which the Prime Minister scored his great victory."

Scrapping "consultants" Mr DARLING (Lab., Hillsborough) called for an examination of the system that the corporation had inherited...

Late Debate ABORTION TOUT FINES RAISED By Our Parliamentary Staff The present penalties for abortion touting at Heathrow and other airports were an inadequate deterrent.

Today In Parliament HOUSE OF LORDS 3: Industrial Relations Bill, rpt. HOUSE OF COMMONS 2.30: Debate on the Conservative document on National Health Service reorganisation.

Charities 'should be free to engage in politics'

THE concept of a charity should be widened to include any non-profit-making body working for the common weal, Lord BEAUMONT of WHITLEY (Lib.) said in the Lords yesterday.

At present no organisation which wants to change the law is entitled to be registered as a charity and to receive the corresponding benefits.

Lord Beaumont suggested, in opening a debate, that charities be allowed to engage in some form of political activity. He referred to new bodies such as the Disabling Income Group, which saw political activity as an important part of their work.

Phone variety The Post Office were exploring with the telephone industry the joint marketing of special designs of telephones...

Half-yearly Service promotions

Table listing half-yearly service promotions for Royal Navy, Army, and Royal Air Force. Columns include rank, name, and promotion details.

Notice to employers

from 5th July 1971 The weekly rates of Selective Employment Tax payable by employers are being halved from 5th July 1971. The new rates will be £1.20 for men, £0.60 for women and boys, and £0.40 for girls.

Table showing new rates of Selective Employment Tax. Columns: Class of employee, New employer's rate, Employee's rate (unchanged), Total stamp value.

If you would like fuller details of the new rates please ask your local Social Security Office for leaflet NI 189. Issued by the Department of Health and Social Security.

GOVERNMENT SURPLUS SALES BY AUCTION

July 6 Sale to be held at No. 2 Building, (Adjacent to Indoor Bowling Green) Riverside, Chatham. Auctioneers: Fuller, Hony & Co. Ltd. (Tel: 01-788 0101).

July 28 Sale to be held at Ordnance Stores & Disposal, (Victoria Road, North, Auctioneers: Walker, Wilson & Hanson (Dept. A), 54rd Lane, Brixton, London S.W.20. Tel: 01-873 1111).

City of London Office Site (Potential) Off Embankment Disused Fire Station Site Area approx 4,500 sq ft Freehold

BUSINESS PROPOSITIONS

OWN A NATIONALLY ADVERTISED BUSINESS THAT GROWS FROM REPEAT ORDERS! 1 Investment as low as £200...

EXPORTERS Do you want to market your goods in foreign countries? We can help you...

HOTELS & LICENSED PREMISES

A PRIVATE HOTEL WITH A 100 room hotel with a bar, restaurant, and other facilities. Located in a prime area...

BUSINESSES

CONVENIENT FOOD OUTLET: A well established food outlet with a large customer base. Located in a busy area...

HOUSES FOR SALE

IDEALLY SUITED FOR INSTITUTIONAL PURPOSES: A large, modern building with multiple rooms, suitable for a school or office...

LONDON AND SUBURBS: A charming Victorian house in a quiet residential area. Features a large garden and period details...

COUNTRY AND SEASIDE: A beautiful country house with a large estate. Includes a swimming pool and tennis court...

SCOTLAND: A traditional Scottish stone house with a large garden. Located in a scenic area...

CHANNEL ISLANDS: A modern house with a large garden. Located in a beautiful coastal area...

OVERSEAS: A large, modern house in a prime location. Features a swimming pool and tennis court...

WANTED: A well established business for sale. Includes a large customer base and a prime location...

HOUSES TO LET: A large, modern house with a large garden. Located in a prime area...

FURNISHED: A well furnished house with a large garden. Located in a prime area...

BUILDING SITES & LAND: A large plot of land suitable for building. Located in a prime area...

PROPERTY INVESTMENTS: A well established property investment business. Includes a large portfolio of properties...

HOLIDAY ACCOMMODATION: A well established holiday accommodation business. Includes a large portfolio of properties...

AIR FAIR: A well established air fair business. Includes a large portfolio of properties...

AGENCIES: A well established agency business. Includes a large portfolio of properties...

SALES BY AUCTION: A well established sales by auction business. Includes a large portfolio of properties...

SHOPS AND WAREHOUSES: A well established shops and warehouses business. Includes a large portfolio of properties...

FACTORIES & WAREHOUSES: A well established factories and warehouses business. Includes a large portfolio of properties...

ISLE OF WIGHT: A well established business on the Isle of Wight. Includes a large portfolio of properties...

RETAILS & STORAGE: A well established retail and storage business. Includes a large portfolio of properties...

SITUATIONS VACANT

GENERAL: A well established general business. Includes a large portfolio of properties...

GROUP TRAINING OFFICER: A well established group training officer business. Includes a large portfolio of properties...

HELP THE AGED: A well established help the aged business. Includes a large portfolio of properties...

CITY LIVERY COMPANY: A well established city livery company business. Includes a large portfolio of properties...

CLERK/CURATOR: A well established clerk/curator business. Includes a large portfolio of properties...

CONOCO EUROPE LIMITED: A well established Conoco Europe Limited business. Includes a large portfolio of properties...

ASSISTANT OFFICE PRODUCT: A well established assistant office product business. Includes a large portfolio of properties...

HOUSING IN LONDON: A well established housing in London business. Includes a large portfolio of properties...

ROYAL ALFRED MERCHANT: A well established Royal Alfred Merchant business. Includes a large portfolio of properties...

SALES ASSISTANT: A well established sales assistant business. Includes a large portfolio of properties...

STAINLESS STEEL STOCK: A well established stainless steel stock business. Includes a large portfolio of properties...

SALESMAN: A well established salesman business. Includes a large portfolio of properties...

ACCOUNTANT: A well established accountant business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

CONTRACT A PERMANENT: A well established contract a permanent business. Includes a large portfolio of properties...

WORK SENIOR: A well established work senior business. Includes a large portfolio of properties...

MUSEUM ASSISTANTS: A well established museum assistants business. Includes a large portfolio of properties...

SCIENCE MUSEUM: A well established science museum business. Includes a large portfolio of properties...

OFFICE MANAGER: A well established office manager business. Includes a large portfolio of properties...

O & M ASSISTANT

THE BOWATER PAPER CORPORATION LTD. An economist/statistician for the economic intelligence...

THE INDEFATIGABLE ANGLESEY (EST 1944) DIRECTOR GENERAL: A well established indefatigable Anglesey business. Includes a large portfolio of properties...

PROPERTY NEGOTIATOR: A well established property negotiator business. Includes a large portfolio of properties...

RESIDENT MISTRESS: A well established resident mistress business. Includes a large portfolio of properties...

SOUTH WESTERN REGIONAL HOSPITAL BOARD: A well established South Western Regional Hospital Board business. Includes a large portfolio of properties...

REGIONAL INFORMATION OFFICER: A well established regional information officer business. Includes a large portfolio of properties...

2 JUNIOR KEEPERSHIP: A well established 2 junior keepership business. Includes a large portfolio of properties...

RECORDS SUPERVISOR: A well established records supervisor business. Includes a large portfolio of properties...

ACCOUNTANT: A well established accountant business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANT: A well established accountant business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

COMPUTER UNIT IN

MANAGEMENT APPTS. LTD. PROJECT ACCOUNTANT: A well established management appts. ltd. project accountant business. Includes a large portfolio of properties...

ACCOUNTANT, HERTS: A well established accountant, Herts business. Includes a large portfolio of properties...

BUDGET CONTROLLER: A well established budget controller business. Includes a large portfolio of properties...

BOUGHT LEDGER SUPERVISOR: A well established bought ledger supervisor business. Includes a large portfolio of properties...

CHEF ACCOUNTANT: A well established chef accountant business. Includes a large portfolio of properties...

CONSULTANCY-MGT. ACCY. AGENT: A well established consultancy-mgt. accy. agent business. Includes a large portfolio of properties...

GROUP ACCOUNTANT/SEC. AGENT: A well established group accountant/sec. agent business. Includes a large portfolio of properties...

LAURIE & CO. ACCOUNTANT: A well established Laurie & Co. accountant business. Includes a large portfolio of properties...

MANAGEMENT ACCOUNTANT: A well established management accountant business. Includes a large portfolio of properties...

DISTRIBUTION ACCOUNTANT: A well established distribution accountant business. Includes a large portfolio of properties...

MALE ASSISTANT: A well established male assistant business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

ACCOUNTANTS: A well established accountants business. Includes a large portfolio of properties...

Vertical text on the right edge of the page, likely a page number or reference.



COURT AND SOCIAL

the honour of being invited to luncheon. The Princess Anne visited Edzell Lodge this afternoon and was received by the Chairman of the Guild of Service (Mrs Allan Large) and the Director (Miss Janet Lusk).

Forthcoming Weddings

The Princess Anne visited Edzell Lodge this afternoon and was received by the Chairman of the Guild of Service (Mrs Allan Large) and the Director (Miss Janet Lusk).

IN MEMORIAM

A memorial service for Mr. R. P. Smith was held at St. Columba's Church of Scotland, 12, Grosvenor Gardens, yesterday.

Forthcoming Weddings

Mr. R. M. Mansell-Jones and Miss P. A. Bowden. The engagement is announced between David, younger son of Mr. and Mrs. C. Bonnett, of Standon, Bedford, and Penny, only daughter of Mr. and Mrs. L. W. K. Bowden, of Simpson, Bletchley, Buckinghamshire.

Forthcoming Marriages

Mr. N. P. Evelyn and Miss M. A. Lawrence. The engagement is announced between Nicholas Peter, younger son of the late Major Peter Evelyn, of Cranleigh, Surrey, and Mrs. Evelyn, 28, Chester Row, London, S.W.1, and Carolyn Mary, younger daughter of Sir William G. Arnold, of Littleport, Wiltshire.

WESTMINSTER HALL

Westminster Hall will be closed to the public from July 12 to 14 inclusive. The Lord Chamberlain's office announced yesterday.

BRITISH BRIDGE LEAGUE PAIRS

By Our Bridge Correspondent. Results have just been announced of the British Bridge League Spring Pairs competition played at the Royal Albert Hall.

UNIVERSITY NEWS

At St. John's College, Cambridge, the annual dinner for officers and other cadets of the Queen's University Defence Corps was held last night.

Something Wrong

There is something wrong with a system of education that makes student sick with worry.

Nature Diary

IN our part of the country, which for all the changes of the last 20 years is still a raging inferno of traditional lore, we pay no attention to long-range or any other kind of weather forecast.

PERSONAL

THE ROYAL NATIONAL PENSION FUND FOR NURSES. Correctly the Queen Mother's Royal National Pension Fund for Nurses, which was set up in 1947.

LADY (JOAN) HOARE

Lady Joan Hoare, who has died aged 82, was the London Clinic trustee over money paid for an amputation and services.

ROOTS

THE HISTORY OF THE BRITISH ISLANDS. A new series of eight volumes, covering the history of the British Isles from prehistoric times to the present day.

MARRIED COUPLE

A married couple, who were divorced after 17 years of marriage, have been reunited after a 10-year separation.

Sympathy by Order

I HAVE every sympathy with the demonstrators' cause, but I have no sympathy whatsoever with their methods.

Today's Classified Advertisements

Table with columns for 'Page' and 'Page' listing various classified advertisements such as 'Houses for Sale', 'Lost', 'Found', etc.

Telephone: 01-353 2060. General Classified Advertisements. 01-353 2929.

سكننا في الأصل 2929

**DOUBLE CHANCE CHINA**

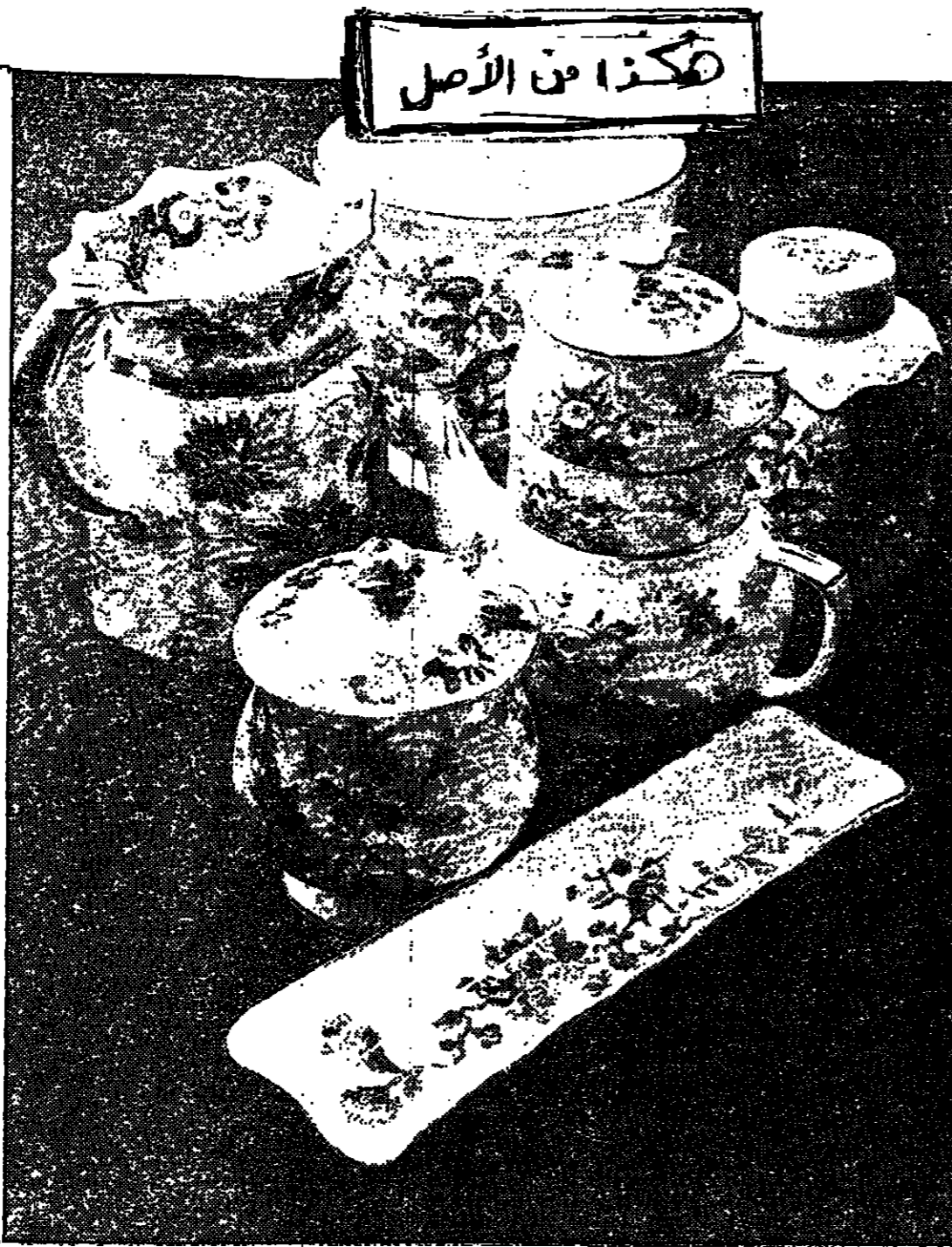
**T**HE old china pen tray has a new use—it is the perfect size to hold mint chocolates on your dinner table or coffee tray. So in the potteries they are busy turning up the old moulds to make long, neat trays like the one in the foreground of the picture here.

A large jug, often hard to find, makes a pretty posy holder for a bunch of full blown roses as well as being useful for liquid and ice cubes. Marmalade and preserve pots are not easy to find either, generally because they are tucked away in the gift department, away from the tableware which they match.

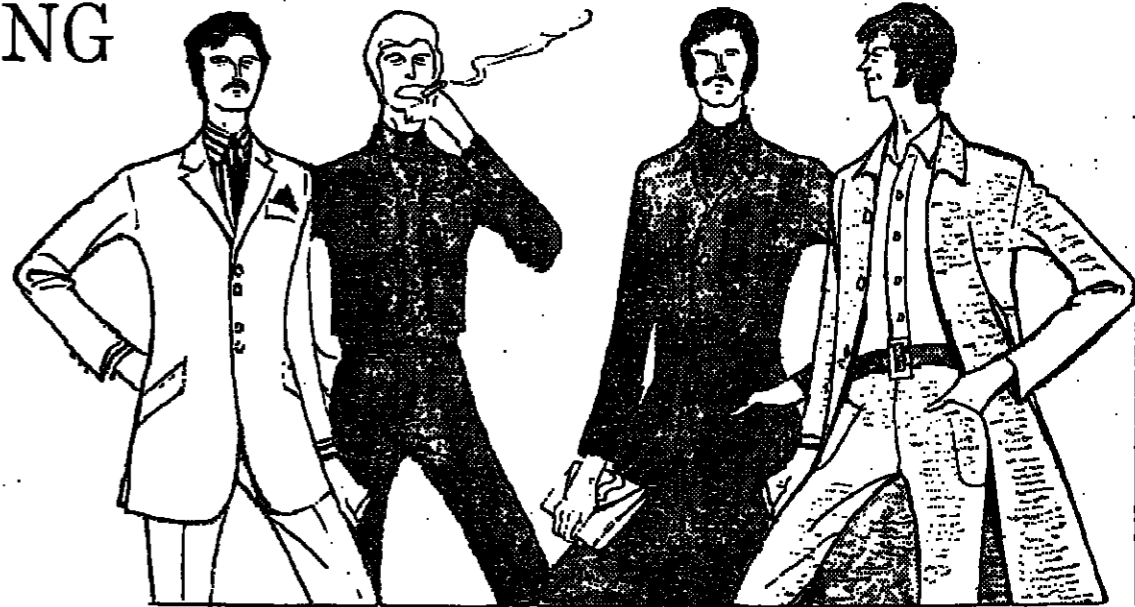
At the back is a cache-pot that would make an ice bucket, and in the centre is what every over-crowded breakfast-in-bed tray needs, a stacking teapot, sugar bowl and milk jug. Unstack the sugar and milk and the lid on the milk jug fits the teapot.

Mint tray, £1-10; cache-pot, centre back, £4-9; and preserve pot, next to it on the right, £2-5; all in Aylesley's Pomboke pattern china. Marmalade pot, centre foreground, £2-54, and large jug behind it, £2-13, both in "Mason's Mandarin" pattern crockware. Stacking china teapot by Hammersley, £4-50. All from Lawley's new shop at 201, Sloane Street, S.W.1. Picture by PETER WILLIAMS.

Elizabeth Benn



**EXCITING clothes -from Savile Row!**



By Beryl Hartland

From left: F. G. Welchman's broad-striped shirt worn with waisted and skirted City suit; black evening Magyar bolero, slim trousers and silk sweater (Welchman); black cocktail outfit by Plattelli at Washington Tremlett—maxi coat over sweater and trousers; Plattelli's mole wool mid-coat over matching tight trousers, silk shirt.

**S**AVILE ROW, that conservative home of the world's best bespoke tailoring, is at last fighting back. "We must take an interest in fashion and attract young blood," says Jim Welchman of F. G. Welchman, "and I am keeping my prices as competitive as possible."

Just to show that anything King's Road can do they can do better he ended his collection—the first ever solo collection by a Savile Row tailor—with a strip-me-down black outfit, beginning with a chin-high cape over slim trousers and a Magyar bolero jacket and peeling down to a pair of high-high shorts and black socks.

He hammered home his point with a dual purpose outfit—perfect for Glyndebourne he suggests. You leave London in a typical dark business suit—a quick dash into the cloakroom and, with your jacket turned inside out and a snap-on bow tie, hey presto! You wander across the lawns perfectly dressed for the part in a jacket of prune and black brocade.

Even his reassuringly classical dark city suits (from £80) worn with the new broad-striped shirts, achieve a debonair dash with deeper side vents, more waist and high-placed buttons as often used in Paris.

A trouser-length away, Washington Tremlett—that 80-year-old firm

of staid but splendid tailors—is fighting back too, with Italian fashion. Upstairs all is as serene and traditional as cricket on the village green but downstairs the tempo changes as top Rome designer Plattelli takes over.

"My fashion is for every man from 30 to 50," he told me, looking if anything more English than Savile Row itself, in a classical grey suit, pale blue shirt and navy tie. He shows a beautifully-tailored grey wool jumper suit, with a white leather trim, a splendid midi coat in pure wool, over tight trousers.

Prices at the Plattelli Room begin at £70 for ready-to-wear and climb to £120 for couture but they are exciting, beautifully-made clothes.

**BON VIVEUR suggest their...**

**I**n this month's menu we have treated the fish course and the pork pancake as alternatives for a very light, hot-weather meal.

Also, since jam-making enthusiasts will, by the end of this month, have pots of black cherry jam on their storage shelves, we suggest its use in a flan recipe—and give the recipe for making it.

**Fleur de Feuilles Farcies**

This *hors d'oeuvre* requires two globe artichokes for up to six people and is served, ideally, on individual plates.

Cut the stems from the base of the two artichokes, tie the leaves in securely with fine string so that the artichoke keeps its shape, and do not cut off the tips for this dish.

Plunge them into slightly-salted boiling water and simmer for 25 minutes (our test globe artichokes weighed 9½oz). Plunge into cold water to refresh, dry in a cloth and pull off all the leaves. Set these aside.

Remove the "chokes" from the remaining two artichoke bases making sure you take away every hairy thread. Mash the remaining bottoms in a small bowl. Add to these 1 tablespoon of dry Madeira, 1 teaspoon lemon juice, 2 generously-rounded tablespoons of stiffly whipped double cream, 1 tablespoon mayonnaise and 4oz of extremely finely-chopped shrimps.

Add a seasoning of pepper and mix well together until you achieve a spreading paste. Then fill the mixture into the separated, upturned artichoke leaves (the given mixture exactly fills 30 leaves, that is, 5 per person).

Arrange like the petals of a flower on each individual plate. If you wish you can leave a tiny hole in the centre of each into which you push a single preserved quail's egg.

At the moment of service dust the leaves lightly with paprika powder, but leave the eggs (available from Selfridges) uncovered.

You can make the leaves themselves up the day

**Menu of the month**

- JULY**
- Fleur de Feuilles Farcies
  - Coquilles de Saumon
  - or Crêpes de Porc Alsaciennes
  - Black Cherry and Soured Cream Flan
  - Les Friandises de Fruits Glacés

before, refrigerate them and just leave yourself with the arranging to do before dressing.

**Coquilles de Saumon**

These may be served in either little heatproof bowls or, ideally, in deep scallop shells.

Begin by bordering each shell or bowl with a piping of duchess potato and sprinkling these borders with melted butter.

Then make up the filling with ½lb of middle cut (dame) of salmon, 1½lb of well-washed and picked spinach leaves, a dessert-spoon of grated Parmesan or other dry cheese, ¼ pint of double cream, ¼ pint of inexpensive dry white cooking wine, 1lb of white fish trimmings (for fish stock), 1½oz butter, an extra ½oz butter, 1½oz of flour, salt and pepper to season, 2 pinches of nutmeg and ¼lb of small button mushrooms unpeeled, just scalded.

Put the well-washed spinach into a pan and set the pan over a thread of heat, giving an occasional stir until spinach juices begin to run.

After 7 to 8 minutes leaves will have subsided into a pulp. Sieve, season with pepper and nutmeg, beat in the ½oz butter and the cheese and spread

thinly over the base of bowls or scallop shells.

For the fish stock, cover the fish trimmings with cold water, add ½ a torn bay leaf, 1 small leaf of lemon peel, 2 peppercorns, a parsley stalk and, if possible, a tiny sprig of fresh fennel.

Bring to the boil, skim, level off at a steady simmer and maintain for 20 minutes. Strain off the liquor, reduce to the given quantity and use as explained below.

Steam, bone and flake the salmon, dissolve the 1½oz butter in a small pan over a low heat, add the flour and stir to a smooth, soft ball. Add half the wine, allow to bubble up, beat until smooth, and in the same manner add the remaining wine gradually and ¼ pint of the strongly-reduced fish stock and the thinly-sliced mushrooms and their stalks.

Finally, beat in the cream and when mixture is smooth allow sauce to simmer gently for 4 minutes to cook the mushrooms.

Taste, correct seasoning with salt and pepper, fold in the flaked salmon, fill into bowls or scallop shells, pour a little extra melted butter over the tops and refrigerate until half-an-hour before service. Then place in the oven at 375F, (gas 5), one shelf above

centre and bake for 15 minutes.

**Crêpes de Porc Alsaciennes**

Dice one raw 8 to 9oz pork fillet and just stiffen briskly in a shallow pan with loz butter and 1 fl oz oil.

Lift out, place in a very small casserole and add to it 1 diced, soft fried onion or 2 shallots, fried in the pan residue of butter and oil. Cover these with ½ pint stock and cook in the oven for 25 minutes at 350F (gas 4), on middle shelf.

Then strain off the liquor and set aside the meat and onion. Dissolve loz butter, and add 1½oz flour, stir to a smooth paste and dilute with about half the stock to make a thick sauce.

Stir in 2 tablespoons of dry sherry and work in 1½oz grated Parmesan and loz grated Ementhal (or Gruyère). Fold in 4oz of very thinly sliced, unpeeled, small mushrooms and their stalks.

Stir over low heat for 2 to 3 minutes, adding a few more drops of stock if mixture is too thick. Then fold in the meat and onion mixture, correct seasoning and divide two-thirds of the mixture between 12 very small, very thin pancakes.

Roll them up, place them in line down a buttered, shallow, heat-resistant dish. Then dilute the remaining mixture with the remaining stock, pour over the pancakes and cover the surface with paper-thin slices of Ementhal or Gruyère.

Cover with foil and refrigerate. Then just before service, slip into the oven, still foil-covered, and heat through at 350F (gas 4), middle shelf for 12 to 15 minutes.

Remove foil, brown cheese top under a strong grill and take to table.

This needs only a tossed green salad as an accompaniment.

**WITH SALMON:** Château-neuf-du-Pape 1967 or 1969 or Piesporter Michelsberg 1969 (Moselle).

**WITH PORK:** Barolo 1964 (Good Italian) or Château Livernan 1962 (Pauillac).

**Dolphins leap into big-time entertainment**

**I** WALKED to the edge of the pool, and immediately Flipper and Buddy swam to me. They rose out of the water time and time again. They opened their jaws showing me all of their 88 teeth, they "chirped" and "barked"—they were irresistibly friendly.

"Dolphins love humans and they love to be stroked," said the keeper, patting Flipper on the cheek. Up and up they came, begging me to do likewise until, rather nervously, I stretched out my hand and patted Buddy. She felt as she looked—slippery.

Performing dolphins are appearing all over the place. Since the first dolphinarium was opened in Brighton two years ago, these lovable mammals keep being flown in from the warm waters of Florida.

In London two pools opened this year, at Battersea Park and in Oxford Street, where audience participation is being encouraged and the dolphins are being trained to play a kind of water polo with the audience. There are dolphins at Windsor Safari Park, at Southend, at Blackpool, and soon they will be seen at Porthcawl and Greenwhich.

At Battersea Park, a tea party for Chelsea Pensioners and a local primary school resulted in the children being asked by their headmaster to write an essay or draw a picture of the dolphins. The drawings were so good that the pool manager is now running a full-scale competition until the end of August.

Old people, it seems, are even more enchanted than children with them. At Battersea Park, Chelsea Pensioners just watching the two dolphins, who are never still, who have to surface constantly to breathe through a hole in their skull, whose sense of fun is quite catching.

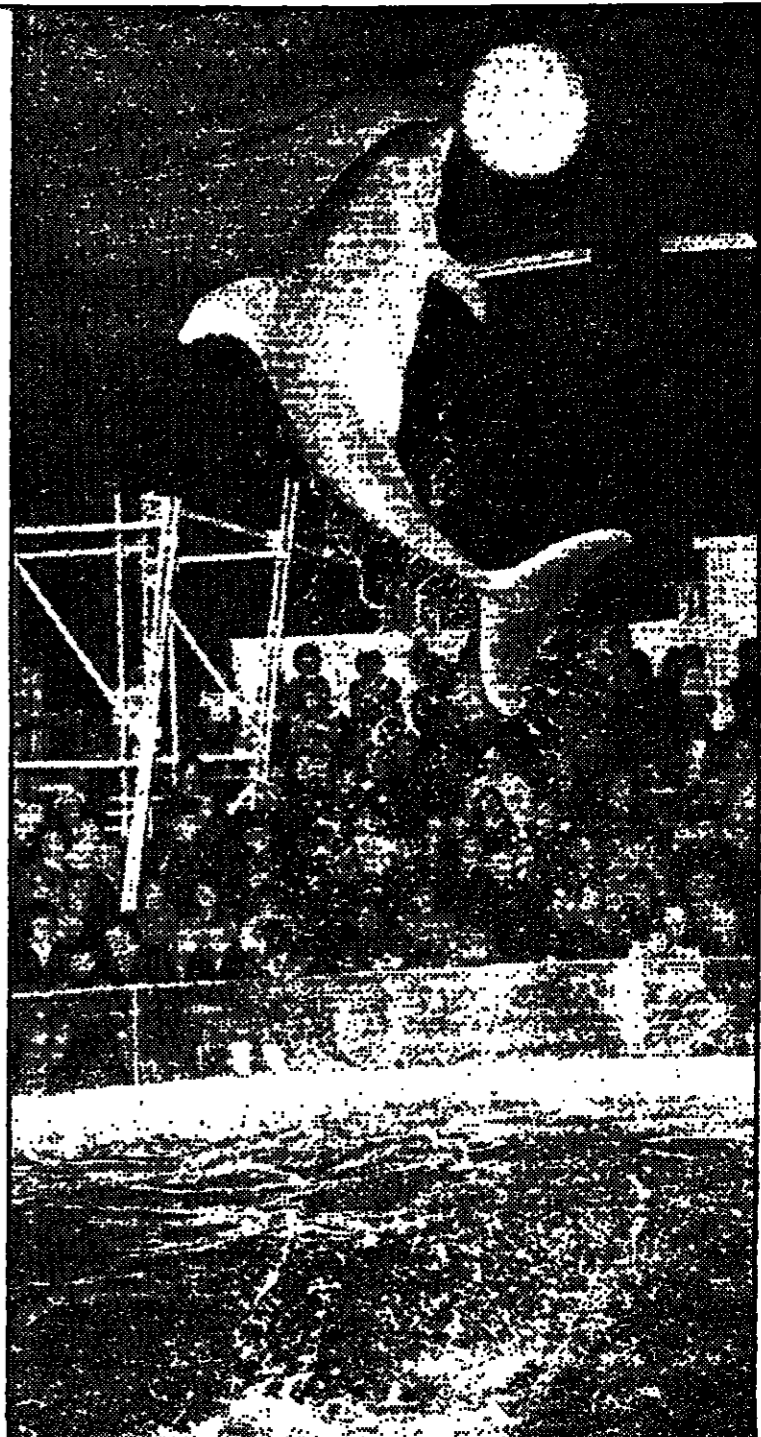
By Violet Johnstone

"If anyone is prepared to build a pool in an old people's home I will provide the dolphins," says Jean Tiebor, trainer at Battersea, who has observed this fascination. Mrs Tiebor, who abandoned her job as a bank clerk nine years ago to nurse a dying beluga whale—swimming with it and coaching it to eat again—says that dolphins are among the easiest to train because they are so intelligent. (Training them for war duties, such as hunting frogmen in Vietnam, proves their potential.)

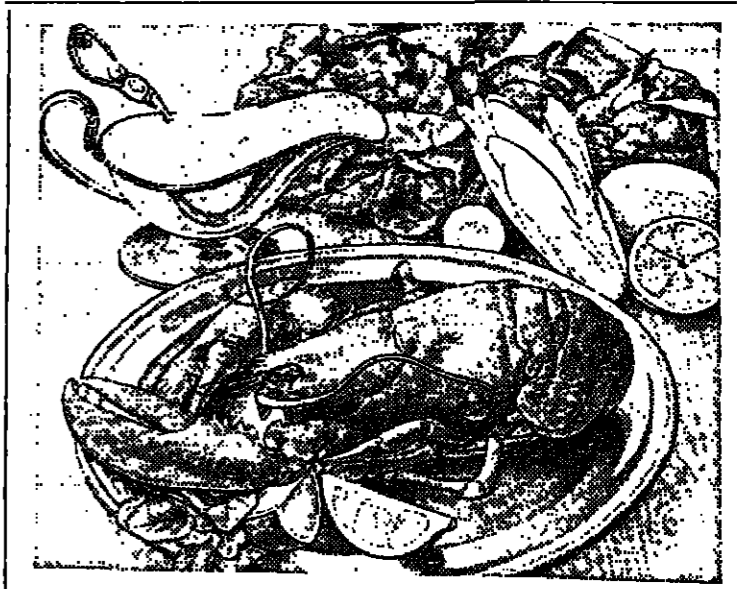
"Their basic training is that of a 6-year-old deaf and dumb child. I put a ball in a dolphin's mouth—as I would in a deaf child's arms—and make him throw it, doing it with him, until eventually he will do it himself," she says.

"We understand each other perfectly. When I walk in in the morning for training, I put the spotlights full on and we start. If they co-operate they get a mackerel, if they refuse I put the lights out and walk out."

"If they're annoyed with me they just swim away flapping their tails."



Battersea's star dolphin, Flipper, leaps 15 feet in the air to head a suspended ball. Jumping over hurdles, doing back somersaults and standing on their tails are some of the tricks dolphins love to perform for an audience.



**What's worthy of cold lobster?**

That oldest and most famous of all cold sauces, mayonnaise. Making mayonnaise is an old art, and it takes time—blending together the eggs, oil and seasonings. People who really appreciate mayonnaise love it with summer dinner-party dishes like cold lobster. And now that Kraft makes such subtle mayonnaise, many accomplished hostesses simply serve Kraft Mayonnaise in a silver sauceboat, then sit back and listen to the murmurs of appreciation.



**Kraft Mayonnaise**  
An old recipe still lives

**THE PUDDINGS**

**BLACK CHERRY AND SOURD CREAM FLAN**

**INGREDIENTS:** 1 sweet short paste flan case; 2 cartons soured cream; sifted icing sugar; bought (Mero) black cherry jam for its jelly; 1½lb black cherries.

**METHOD:** Simplicity itself. You just make and bake the flan case and then you fill it almost to the top with the 2 cartons of soured cream and dust a thick layer of sifted icing sugar on top. Then you stone the cherries, place them all over the top surface and empty the contents of a small pot of the given jam into a small saucepan and warm it through over hot water.

Dip in a pastry brush and spread the entire surface of the cherries with the jam. When the remainder of the jam is cold return it to the pot and no one will ever know that you have been at it for your pudding!

For those of you who wish to make black cherry jam this

month, here is a slight variant on this flan: Follow the given method until you have put the soured cream into the pastry case and dusted it thickly with sifted icing sugar.

Then cover the surface completely with the skimmings taken during cooking time from your black cherry jam and stone 2½lb of black cherries into a bowl, rest them for half-an-hour and strain away the juice. Put a spoonful of kirsch over the cherries to marinate them and at the moment of service pile them over the skimmings.

**BLACK CHERRY JAM**

When making black cherry jam, it must be appreciated that in ripe, juicy, black cherries there is very little pectin, so this must be replaced—and we will not recommend the bottled stuff!

Squeeze the juice from 1

large lemon for every 2lb of stoned cherries; carefully excavate all pips. Place these in a small bowl, cover mealy with cold water and leave overnight. Then strain the liquid over the cherries, and add the lemon juice.

Place in a thick pan, bring to the boil and simmer for 10 minutes. Add 2lb of preserving sugar for every 2lb cherries, stir in, bring to a slow rolling boil and maintain until a teaspoonful on a saucer in the refrigerator yields a firm set when cold.

When "tying down" take the precaution of passing the inner covers through a small sizer of brandy (1 tablespoon); this prevents moulding or crystallising.

Multiply our proportions at will; and if you are a perfectionist do one more thing: crack as many of the stones as your patience will allow and add the skinned, pitted kernels to the

jam for the last 5 minutes of the cooking.

**LES FRIANDISES DE FRUITS GLACÉS**

**INGREDIENTS:** 3½lb granulated sugar; ½ pint cold water; strawberries or chosen fruit.

**METHOD:** Place sugar in your thickest small pan, pour on the cold water and place over a thread of heat and leave until every grain of sugar has dissolved.

Then raise the heat to a slow rolling boil. Maintain this until (as the great Mrs Agnes Bertha Marshall said) "it is a mass of bubbles in the pan."

Then take up a strawberry (held by the stem with a pair of eyebrow pluckers) and plunge it into the sugar and lift it out again as soon as it is completely coated. Put straight into a little paper case. If the sugar is sufficiently boiled it will set

**SCHOOL FEES**  
It pays to plan ahead  
Our free book gives the facts and figures

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_

Telephone Maidenhead 22328 T7714

**SCHOOL FEES** Insurance Agency Ltd  
10 Queen St. MAIDENHEAD Berks.  
Incorporated Life Assurance Brokers.

155, FLEET STREET, LONDON, E.C.4. TEL: 01-553 4342. TELEX: 22874/5.6. CLASSIFIED ADVERTISEMENTS: 01-583 3939.

CASUALTIES OF SPACE

WHAT PROMISED to be a triumphant return to Earth of the three Russian cosmonauts from their record-breaking mission in space yesterday ended in a tragedy that all will mourn. The risk of death is inseparable from the exploration of space...

Opinion among space experts as to the cause of the tragedy is focused on two possibilities: mechanical failure or human inability to withstand the strain of prolonged weightlessness. There may be other causes.

VIETNAM PAPER WAR

WITH the United States Supreme Court ruling that there may be publication of the Pentagon documents, the way in which these have become available to readers of the New York Times and Washington Post becomes of greater interest...

This prompts further inquiry into the origins of the leakage, which seems to lie rather beyond Dr DANIEL ELLSBERG with his self-avowed idealism. Surely whoever gave orders for the 47 volumes of documents to be compiled must have known that in this form they would be as leaky as a sieve.

A complete release of the documents would have produced suffocation and disinterest, but this is apparently not possible, though President Nixon wished it to happen. There may be here and there some delicate point to be cleared with an ally.

TOO MANY TOURISTS?

THIS, AS MOST OF our fellow-citizens, especially those who live in London, are well able to observe for themselves, is the tourist season. Is Britain getting too many? Some residents who feel a trifle cramped may think so, but it is odd, to say the least, that Lord MANCROFT, President of the London Tourist Board, should be among them.

St Paul's Cathedral, Lord MANCROFT continued, was built by WREN for the glory of God, not for "instantaneous cameras and choc-ice bars." (Well yes, but the building which it replaced was treated by the citizens almost as a market-place.)

HOME FINDERS EARN THEIR FEE

ESTATE AGENTS and accommodation bureaux are apparently forbidden to charge tenants a commission for finding them flats. There is no disputing the law with three Appeal Court judges. But what the law forbids seems in this case to be morally defensible and even, from the economic and commonsense points of view, desirable.

As Mr Sato's Liberal Democrats lick their wounds after last Sunday's election setbacks Japan looks West - and East

LAST Sunday's Upper House Parliamentary elections could prove a decisive turning point in Japanese politics. Although less than 60 per cent of the voters went to the polls, when all the ballots had been counted it was found that the ruling Liberal Democrats led by the Prime Minister, Eisaku Sato, had barely held their ground.

What is disturbing to the ruling conservatives, who have been in power most of the past 25 years, is not that they didn't gain more seats in the House of Councillors (they actually lost one), but that the farm vote—a traditional stronghold of the Liberal Democrats—failed to appear in strength to defeat all opposition candidates.

Leaders of the Government party have been meeting off and on since Sunday to discuss what went wrong. They had expected some trouble in the rural centres and tried to prepare their long-time farm supporters by explaining the reasons behind the recent decision by the party and Government not to increase once again the pegged price of rice under the official subsidisation programme.

Even as the last of Sunday's votes were being counted on Tuesday morning, Japan Socialist party leaders—Chairman Tomomi Narita and Secretary-General Masashi Ishibashi—issued a statement that they intend to continue striving for joint campaigns among all the opposition parties.

Japan's agricultural revolution has more than matched the economic miracle. Not surprisingly, with more than 18 months' supply of aging rice on hand, the nation's stocks are piling up at an embarrassing rate of about 10 per cent yearly. The rotting surplus can't be used in Japan, and to export it in aid plans or to offer it at cheap prices abroad upsets world markets.

And under the Government's programme of subsidies the price of all this surplus rice is about double international market prices. Liberal Democratic politicians have pointed out to bitter rural voters that rice production must be curtailed. The Government promised not to eliminate the subsidy programme but the agricultural communities were asked to try to understand that the situation demands action.

With Japan's rice output at about 14 million tons a year, and demand falling (the market is estimated to drop to only 11 million tons by 1977), it is fairly obvious that at least 50 per cent of the paddy fields must be switched to some other product. Yet the farm families have grown wealthy on their subsidies.

There were other implications in Sunday's national elections, as well as many key prefectures. The Socialist party candidates received the active support of the Democratic Socialist party and the Clean Government party (Komeito) which is a political offshoot of the popular Nichiren Buddhist sect known as the Sokagakkai.

Our Foreign Six meet Dr Luns

IN an unprecedented tribute to Dr Luns on his retirement after nearly 20 years as Dutch Foreign Minister, and in gratitude for what he has done to help us into the Common Market, Sir Alec Douglas-Home invited all the British Foreign Secretaries who served during his term of office to a lunch in his honour in London yesterday.

Of the eight only Lord Avon and Lord Butler could not come. Dr Luns was delighted to see Mr Macmillan, Mr Selwyn Lloyd, Mr Gordon Walker, Mr Stewart, Lord George-Brown and of course Sir Alec himself.

It seems remarkable in itself to find 20 years worth of Foreign Secretaries surviving. But despite his record-breaking period of office Dr Luns, at 53, still looks remarkably young and fit.

St Paul's Cathedral, Lord MANCROFT continued, was built by WREN for the glory of God, not for "instantaneous cameras and choc-ice bars." (Well yes, but the building which it replaced was treated by the citizens almost as a market-place.)

LONDON DAY BY DAY

Informally about Europe and, as he prefers in such company, without notes. Outside the rear of building operations made little sense. It is one thing to get top company in hear the Prime Minister, quite another in London now to ensure that he can be heard.

LETTERS TO THE EDITOR SUPPORT FOR CHURCH UNITY

SIR—Because of the prominence which is being given in some newspapers to those who oppose the Anglican-Methodist scheme of unity which comes before the General Synod of the Church of England in July, we believe it is important that it should be known that there is a large body of informed opinion strongly in favour of this scheme going through.

We are all evangelical clergymen under the age of 40, working in various parts of the country, and make the following affirmations:

- 1. Anglican theology has traditionally been comprehensive in outlook. 2. Many of those who oppose the official Anglican-Methodist scheme are betraying this tradition for the sake of sectarian interests. 3. Those who oppose the scheme are more united negatively than positively. They have not been able to produce a viable alternative scheme which the Methodists would be able to accept. 4. Unity is more important than any scheme for bringing it about. 5. Obedience in mission unites all Christians and should be seen by the world to do so. 6. The Church of England has encouraged Anglican overseas to join comprehensive schemes of unity. It is time to practise at home what we preach to others.

1969 vote From Canon ARTHUR BENNETT SIR—The resurrection of the Anglican-Methodist unity scheme at the July session of the General Synod is a grave matter of conscience for those members of the Synod who voted on the plan in 1969. In respect of the scheme the Convocations indicated to the Church of England that another way of union must be sought.

Other Letters — Page 11 Seymour Hicks and Ellaline Terriss and were in their companies for about 12 years. I talked by telephone to May, still one of the younger ones. I am 95 and recently retired from the American stage.

First night SIR—Lady Greer's letter (July 25) brought back many memories of Dale's Theatre. I am only 84, but I like to think I am the last survivor of the company of the "Merry Widow," produced there on June 2, 1907—a memorable first night indeed.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.

Praise and regrets GENEROUS tributes were paid to Britain yesterday by Admiral Waldemar von Dönhof, the outgoing American C-in-C, Naval Forces Europe, who he formally handed over command to Admiral William Bringle at the American Embassy in London.

With the Fishmongers YESTERDAY'S private lunch for the Prime Minister at Fishmongers' Hall bore two unusual features. The City's foremost restaurant, which has served by volunteers from the Young Soldiers' Club of the Parachute Regiment.

Self-service FROM a notice in the morning the minutes of the meeting, which was held on July 1, 1971, at the Guild of Aviation.

Selective prices SIR—When selective employment tax hotels were "retroactively" compelled to raise their rates by about 10 per cent, when the tax was later increased to 20 per cent, it was regrettable that the tax was not retroactively "fully" able to announce a lower rate of prices.

Engineering degree SIR—I was saddened to read the letter from Mr D. C. Ellis (June 16) in conjunction with that from Mr A. R. Tombridge (June 25).

Tax inspectors SIR—We are given to understand that inspectors of taxes and their subordinates are badly overworked. It appears to me that they make much of the work themselves. Thus if one pays more tax than one should one receives an intimation that so much repayment is owing. Were I an inspector I should send a cheque for the appropriate amount with this intimation, but this is not the procedure which obtains. Instead one hears that an amount is to be repaid and one is then asked to claim that amount.

Gift rehoused WHEN the Queen Elizabeth changed hand last year she was sold intact except for one item—a trophy presented some years before by The Daily Telegraph to the liner's social and athletic club.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.

Close neighbour's bid AT 1.15 yesterday afternoon Nigel Brookes and Victor Matthews, the Nelson and Hardy of Trafalgar House Investments, told Sir Basil Southgate, the Guild chairman, of Trafalgar's intention to make a bid for Canard.



# ST PAUL'S NOT FOR CAMERAS AND ICES, SAYS TOURIST CHIEF

DAILY TELEGRAPH REPORTER

**A** PLEA for fewer tourists—for quality rather than quantity — was made yesterday by Lord Mancroft, president of the London Tourist Board. Among his reasons were rising hotel prices, discomfort, and "cheap theatricalism."

At the board's annual lunch at the Café Royal, he said that St Paul's Cathedral had been built by Wren for the glory of God, and not for "Instamatic cameras and choc ice bars."

Later, Mrs Coral Utting, a member of the Guild of Guide Lecturers, told the board's annual meeting that Westminster Abbey had become a "Tower of Babel, not a house of God."

Lord Mancroft said Londoners were becoming dazed by numbers in tourism. But numbers are not everything. Quality is not everything. There is such a thing as quality.

At present the natives are friendly. People are not done out of money any longer. But how much longer will this last, if we are swamped by too many tourists?

Already there were a few grumbles. Hotels were becoming too dear and not giving value for money.

At present it was only a hand-out. It applied not only in the luxury areas but right down to coffee bar grades.

There was a "take it or leave it" attitude coming which was very dangerous.

**Palace not Palladium**  
While on the one hand there were complaints that buses outside Buckingham Palace were fouling traffic, requests had come in that the Changing of the Guard ceremony should take place twice a day instead of once.

"We are talking about the Palace and not the Palladium," Lord Mancroft said. "We should not get our traditional ceremonies embroiled in cheap theatricalism."

Kensington Council had banned further hotels in case they spoiled the atmosphere of the Royal Borough.

Were we not reaching the stage where the sheer discomfort of too many tourists ruined the attractiveness of the London which had brought them there?

The tourist board's prime task, as he saw it, was to try to "spread London's butter more thinly on the bread," and to get people out of the centre to Hampstead, Greenwich, Dulwich, and down by the docks—all attractive areas, covered by the finest transport system in the world.

"There is Old Father Thames. Yes, we do use it, but only as a

## Honeymoon to remember—with regret

By GERDA PAUL

A YOUNG couple will never forget their honeymoon—for the wrong reasons.

Firstly, they spent three hours of their wedding night on a bench in Luton airport lounge because their plane was delayed.

Then they found their honeymoon hotel in Spain was not completed and they had to switch to another hotel 50 miles away.

Finally, they could not get on the return flight from Genoa airport because it was overbooked.

The bridegroom, Mr Mervyn Dawe, 25, rating clerk, is claiming compensation from Vistajet Tours, of Tottenham Court Road.

### Bride in tears

At the couple's new home in Lime Kiln Road, Tiverton, Devon, yesterday, he said: "On the morning of our return, when we were told we couldn't go in the plane, I became hysterical and broke down in tears."

"Our luggage was already in the plane to Luton. After talk of a non-existent flight from Barcelona to Heathrow we were sent on a flight from Genoa to Galwick—and missed the last train that day to Devon."

"A cousin who had gone to meet us at Luton found our luggage, but not us. He was told we were on a flight from Barcelona to Heathrow. We dashed down the M1 to find no one knew anything about us at Heathrow."

### Call for apology

On Mr Dawe's return a fortnight ago he wrote immediately to Vistajet Tours demanding an apology and compensation.

Among his complaints was that the word "guaranteed" was stamped beside details of the tour and a drawing of the hotel, the Vistajet at Caella. Up to yesterday, he said he had had no reply.

Mrs Dawe said: "It ruined my honeymoon. It was the first time I'd been abroad. I don't think I shall go again."

A spokesman for Vistajetours said yesterday: "There was an unfortunate sequence of events. We can only apologise and, of course, pay compensation for any loss."

"The delay going out was one of a series that built up that day. The hotel Vistajet was, in fact, ready by Spanish standards, but on our last inspection visit we decided that because concrete paths and gardens were still being laid out and the electricians were still in we couldn't let people go there."

Vistajetours had received Mr Dawe's letter on June 12 and had sent a postcard next day saying the matter was being looked into. A letter giving further details was sent last Tuesday.



## Gnome joke boys bound over without hearing

By PETER THORNTON

SIX boys, five from Canford School, Wimborne, Dorset, were bound over to keep the peace for a year at Bournemouth yesterday although the magistrates had heard no case against them.

The prosecution offered no evidence when the boys pleaded not guilty to stealing 23 ornaments, including 22 gnomes and several birds from private gardens.

But they were then asked if they were prepared to be bound over to keep the peace in the sum of £15 for 12 months, and all six boys—two of whom were not represented—agreed.

### Act of 1361

The Law Society said last night: "It appears that magistrates can bind over a defendant without hearing any evidence against him under the Justice of the Peace Act, 1361. This would be in a case where the court thinks there is likely to be a breach of the peace in the future."

The Clerk's department of Bournemouth court said after the case: "No evidence or description of the circumstances was given and I admit this is not normal practice."

"The court took the view that this was just a lark, which unfortunately annoyed some people very much, and to satisfy public annoyance, these boys were bound over to keep the peace."

"The police knew what they had done, but the court was not given the details."

Before the court were: JOHN CAVILL, 17, of Bournemouth; CHARLES MANERS, 18, of Tarrant Launceston, Dorset; RICHARD GORDON, 18, of Bournemouth; CHRISTOPHER STEPHENSON, 18, of New Milton, and NICHOLAS SCOTTS, 18, of Dartmouth—all pupils of Canford School—and JOHN DICKENS, 18, of Priory Road, Bournemouth.

### Topless mermaid

They had been arrested after a policeman found the garden ornaments lined up in rows on two Bournemouth office lawns. As well as gnomes, there were a penguin, a dog, a cat, a duck and a topless mermaid.

The ornaments were being returned to their owners last night.

After the case, Mr ANTHONY ROBERTS, who represented four of the boys, described the incident as a "stupid and perhaps high-spirited prank." The prosecution had recognised it was only a prank and had treated the case accordingly.

Canford School said a serious view had been taken of the matter, though the incident had taken place outside school premises and time. "They were carried by the headmaster," the spokesman added.

## WOMAN GAINS SENIOR RAF POST

Male domination of high-ranking posts in the RAF has been broken with the appointment of Air Commodore Bridget Martin, 30, as the service's first director of personnel management. The new post is the most senior in any of the three services to be given to a woman.

Air Commodore Martin, who is promoted from group captain, secured the appointment in competition with senior male officers. She will be responsible for the planning of all non-commissioned ground trade jobs.

She joined the RAF in 1958 as an aircraftwoman second class, and becomes only the second woman in the RAF to hold the rank of air commodore with a salary of £5,053. The other is Air Commodore Philippa Marshall, Director of the Women's Royal Air Force.

## DAMAGES FOR AMATEUR 'L' INSTRUCTOR

By Our High Court Reporter

AMATEUR driving instructors injured when their pupils are involved in an accident are entitled to recover damages from them for negligence, three Appeal Court judges ruled yesterday.

Lord DENNING, Master of the Rolls, who sat with Lords JUSTICES SALMON and MACAW, said: "I do not say that the professional instructor—who agrees to teach for reward—can likewise sue. He ought to insure himself."

"But the instructor who is just a friend helping to teach never does insure himself. He should, therefore, be allowed to sue."

The court's decision meant that Mr ERIC NETTLESHIP, 49, of Carlisle Road, Rotherham, Yorks, will receive £510 damages for a fractured knee-cap sustained in a road crash four years ago.

### Hit lamp-post

Mr Nettleship was giving a friend's wife, Mrs LAVINA WESTON, 55, of St Paul's Close, Tadwick, Sheffield, her third Sunday afternoon driving lesson when the accident happened.

He told her to turn left. But said Mr J. FOX-ANDREWS, QC, his counsel, "she never stopped turning" and hit a lamp-post.

Lord DENNING said: "She panicked. She held the steering wheel, as he said, in a vice-like grip, or, she said, 'My hands seemed to freeze on the wheel.'"

Of the responsibility of the learner-driver, Lord DENNING said: "Morally, she is not at fault, but legally she is held to be because she is insured and the risk should fall on her."

"The learner-driver owes a duty of care to every passenger in the car, including an instructor, just as he or she does to every pedestrian on the road and must attain the same standard of care in respect of each."

### Insurance inquiry

It was clear that Mr Nettleship had not agreed to waive any claim for injury which might befall him. Quite the contrary: he had inquired about the insurance policy to make sure he was covered.

The court allowed Mr Nettleship's appeal from a decision of Mr Justice THESIGER at Sheffield Assize last October that he was not entitled to damages because he had consented to run the risk of injury through Mrs Weston's lack of skill and competence.

## PILOTS FAIL TO COMPLETE RACE

By Our Gliding Correspondent

Pilots at the regional gliding contests at Lasham, Hants, had their third contest day yesterday. Though no-one completed the 20km out and return race through Banbury, R. Harding of the London Club made the best flight in a Ka 8E.

R. Aldous, a British Overseas Airways pilot, flying a Cirrus 15 and D. Piggott in the Phoenix also made good distances. Pilots found that conditions worsened north of Oxford and only nine managed to round the turning point. Piggott retains his overall lead.

## Gangland war alarm keeps scared Mafia chiefs at home

By IAN BALL in New York

MAFIA leaders in New York and other major cities were said to be staying close to their homes yesterday, fearing that a new gangland war might erupt following the attempted assassination on Monday of Mafia boss Joe Colombo.

Colombo, 48, who is believed to be one of nine members of the American Mafia's "high commission," is still on the danger list after surgery to remove two of the three bullets fired into his head.

Members of his family, friends and supporters have maintained a non-stop prayer vigil outside the hospital. Police have made little headway in their investigation.

### Mafia reaction

From underworld informants, police are believed to have gathered a great deal of information on the Mafia's reaction to the attack on Colombo.

These informants are said to have told police that Johnson's behaviour before the shooting was highly professional and that he might have been hired.

While the killer appears to have paid little, if any, attention to his method of escape, he made sure that he could get close to his target by brazenly applying for a Press photographer's credentials.

He approached Colombo snapping pictures of him rapidly with a camera slung around his neck. Suddenly he dropped the camera and drew out a pistol, an automatic of foreign manufacture.

Much of the present police activity is being carried out not in Manhattan, where the shooting occurred, but in Brooklyn, where a Mafia organisation controlled by Joseph Gallo exerts powerful influence in both Negro and Italo-American neighbourhoods.

Colombo is said to be the head of the Mafia "family" to which Gallo is reputed to belong, but Gallo has been leading an insurance fight within the "family" in recent months. He has also been recruiting Negro ex-convicts as "associate members."

Before Colombo's "Unity Day" rally on Monday, Gallo, accompanied by two Negro bodyguards, went to several shopkeepers in Brooklyn and told them not to attend the rally and not to pay dues to Colombo's Civil Rights League.

## PARENTS LOSE FIGHT FOR SON

A COUPLE yesterday lost their "tug-of-war" legal battle in the House of Lords for the return of their son, MICHAEL, who is nearly four.

Their fight began nearly three years ago. The mother withdrew her consent to the adoption only three months after Michael had gone to live with the adopters.

Five law lords decided yesterday that Michael should stay with his adoptive parents, with whom he has lived since he was five months old.

But Lord WILSON said he reached his decision with far less than complete satisfaction. He referred to the lack of speed of appeals being heard in such cases.

### "Disruptive" to move him

Another law lord, Lord GUEST, said that after nearly three years, it would be "disruptive" to move Michael to his parents, who were really strangers to him. The appeal of the parents, who live in Dundee, was dismissed.

Lord SIMON said the parents were not married to each other when Michael was born. The father, having been divorced by his wife married the mother when Michael was 11 months old.

Lord SIMON said the parents wanted to bring up Michael as the legitimate child of their family, but there were doubts about the stability of the parents' characters.

### 20,000 BOOKS SEIZED

Officers from Scotland Yard's obscene publications squad together with local police seized 20,000 books in a raid on premises at Hernal Hempstead yesterday. The matter has been referred to the Director of Public Prosecutions.

# Overseas Mail—a Reminder

The costs of providing mail services have greatly increased all over the world and overseas postal authorities have found it necessary to put up certain of their charges to us for handling letters and parcels from the UK. Our own costs have also gone up.

Despite every effort to cover these rising costs by improving efficiency, we cannot, unfortunately, meet the whole of these increases. We have, therefore, no alternative but to increase postal rates for overseas mail from today.

The need for these increases was announced last year and the changes follow an international agreement affecting all countries. At the same time, Reply Paid Postcards have to be discontinued and alternative services will replace Sample Post and Phonopost.

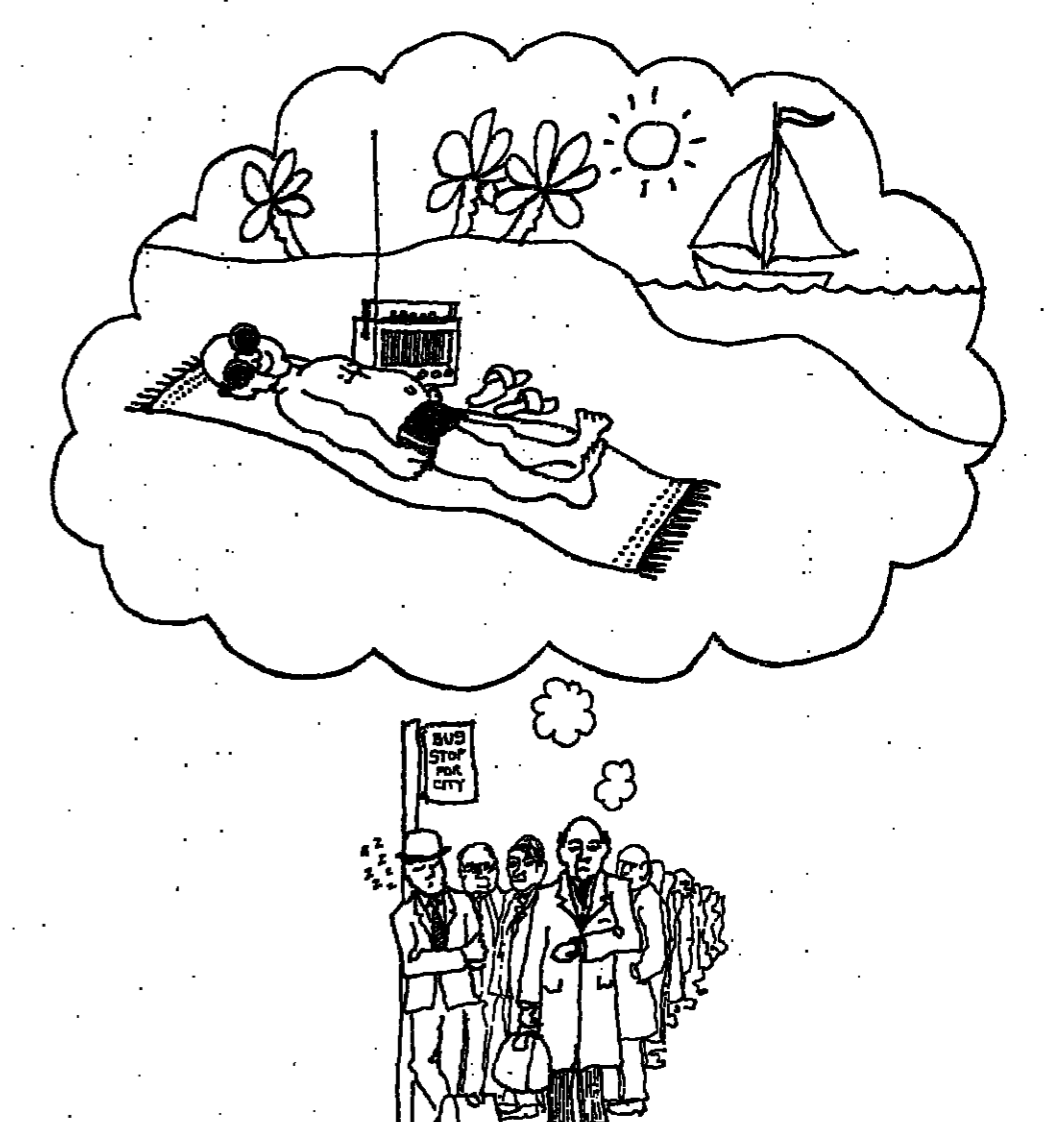
To help you remember the new charges, which affect postal rates for all overseas surface letters and parcels and some air mail, more detailed information is given in two new leaflets: "Overseas Postal Charges" and "Postal Services to HM Forces Overseas". These leaflets and details of overseas parcels rates are available for you at any Post Office. Please ask for them.

Some examples of the increased rates are:

- Foreign surface letters — 5p for 1 oz (formerly 4p)
- Commonwealth surface letters — 3p for 1 oz (formerly 2p)
- Surface postcards — 3p (formerly 2p)
- Air letter forms — 5p (formerly 4p)



The Post Office.




## £1.25 saved a week could have made all the difference

Your retirement years can be the saddest, or the happiest, of your life. Make sure they're the happiest by planning ahead. And that means the right sort of provision, such as an investment in a CM&G 'with profits' policy. You regularly put aside a small sum while you're working (even smaller than it looks, because of tax benefits). Then when you retire, CM&G pays you a substantial sum, tax free. Result: you can enjoy your new-found leisure to the full.

For example: a man aged 35 next birthday, paying approximately £1.25 per week, could obtain more than £4,500 at age 65, assuming future bonuses are the same as those at present being paid. Get complete details from your broker, or direct from CM&G today.

Please send me details of CM&G's 'with profits' policies

Name \_\_\_\_\_ Date of birth: \_\_\_\_\_  
Address \_\_\_\_\_  
Telephone: \_\_\_\_\_ Occupation: \_\_\_\_\_



**Clerical, Medical & General Life Assurance Society**  
15 St. James's Square, London SW1Y 4LQ  
Telephone: 01-930 5474  
A Mutual Office: Assets exceed £150,000,000





لندن من الاصل

COMPANY HIGHLIGHTS

Giltspur's profits jump 113 p.c.

IT HAS been a first class year for Mr. Maxwell Joseph Giltspur Investments, with pre-tax profits more than doubled from £258,000 to £1,781,000. From this 113 p.c. advance shareholders in this enterprise are to share a dividend of 25 p.c. final dividend being the total for 1970-71 from 32 p.c. to 57 1/2 p.c.

Shaving off Venesta

ITS A SHADE less this time for investors in Ketcher Venesta, the plywood importer and distributor. They are getting an 8 p.c. final dividend on August 7, making 15 p.c. for the 12 months ended March 31, but for the previous period they got 20 p.c.—15.886 p.c. on an annual basis. The 12 months produced pre-tax profits of £404,000 whereas in the previous period the group made £260,000.

Blundell better

ITS A brighter picture at the half-way stage this time from Blundell-Ferrometals, the paint and varnish maker. Pre-tax profits are up from £99,541 to £125,595 though this excludes the £75,595 final trading losses of the Australian subsidiary.

Airflow hampers Airfix

THE MARKET was slightly disappointed with the 1970-71 figures from Airfix Industries—£812,000 pre-tax against £2,077,000. There were hopes of £2 million. In fact the group was down 10 p.c. on the year, but for a £58,000 loss at Airflow Housewares and current and terminal losses of £126,000 from the reaction of its activity in the premium gifts market.

Armitage Shanks upsurge

THE FULL 1970-71 profits and dividend from Armitage Shanks group, the nation's biggest maker of quality plumbing, fully justify their mention in *Telegraph* back in January when the shares stood at 40p. Yesterday they rose 8p to a year's "high" of 75 1/2p on the news that pre-tax profits had risen from £387,207 to £588,077 and that a 15 p.c. final dividend was taking the total on from 16 p.c. to 20 p.c. Behind the profits rise the higher sales, improved profitability of the overseas factories, and the resolving of some earlier manufacturing difficulties.

BPB's final up

THE BOARD of BPB Industries has its reward up the interim dividend by half a point by doing the same with the final and this 7 p.c. payment means that holders are getting 15 p.c. for 1970-71 as against 12 p.c. At £3,816,000 as against £3,767,000 pre-tax profits of this major plaster board maker are much in line with forecast.

NSS Newsagents

S. G. WARBURG announces that arrangements are in hand for an offer for sale of approximately 25 p.c. of the Ordinary shares of the N S S Newsagents. Details are expected to be published on Monday, July 5.

Vita back for Redfern

BACK AGAIN for Miles Redfern comes the Redfern Vita, with a bid worth 57 1/2p a share. Talks between the two have been announced in May but were subsequently called off, since they couldn't agree terms. Now British Vita is offering two of its Ordinary Shares for £2-95 nominal of 7 1/2 p.c. convertible loan stock 1965 and one British Vita Ordinary for every 20 Miles Redfern shares.

Jevons Cooper's double

THE JANUARY new issue from Jevons Cooper—78-7 p.c. under-issued was left with the under-issued and is also paying its target 17 1/2 p.c. final dividend. Compared with the forecast £140,000 for 1970-71 pre-tax profits are providing for one half of a debt from Rolls-Royce and for compensation to a director for loss of office. Together these two items amount to £11,637 after tax relief.

INVESTMENT & BUSINESS

City Editor KENNETH FLEET DAILY TELEGRAPH CITY OFFICE 112 Queen Victoria Street, London EC4P 4BS Telephone 01-236 8925/9

Lloyd's earns £12m after three years in the red

By NICHOLAS OWEN

AFTER THREE years in the red, underwriters in the Lloyd's insurance market are expected to show a collective profit of about £12 million for 1968, the latest period for which figures are available.

This contrasts with a £1-6 million loss in 1967 and a maximum deficit of £38 million in 1965. But there is still a long way to go to the £29 million profit of 1960.

The latest indications came yesterday from insurance circles following chairman Sir Henry Mance's official statement that next month's global figures "will show a return to profitability." The upturn, on business reckoned to be worth £650 million annually, coincides with signs of an increase in the number of underwriting members, who currently number 5,981, just 22 more than a year ago.

Anxious to widen the scope still further, Lloyd's announced foreign writing already admitted foreign firms and British writers, it is now intended to open the doors to foreign writers. Sir Henry also told a general meeting of members of plans "to allow special terms of entry for women of British nationality resident in the United Kingdom who work for Lloyd's brokers or underwriting agents."

Lloyd's is pleased with the number of women who have "joined up" already; they are expected to number 100 by the end of this year.

Spey founder quits in clash with institutions

By DAVID BREWERTON

MR CHARLES GORDON, founder and shaper of Spey Investments, is selling his controlling shareholding and severing all his connections with the Spey group.

A brief statement yesterday said that he was "quitting because of a genuine difference of opinion on policy." The break comes after "amicable discussions."

None of the protagonists in the Spey saga would add anything to the statement yesterday. But it is clear that Mr Gordon has had disagreements with his institutional shareholders over the future of the group.

City observers believe that Mr Gordon wanted to move the company on at a faster rate than the more solid institutions liked. And since the institutions put up the cash for Spey's ventures they held the whip hand.

Troubles within Spey have been common knowledge in the City for some months now. Last month the Unilever Pension Fund pulled out its holdings being bought by a newly-formed Spey subsidiary, Spey Finance.

It is believed there was a clash between Mr Gordon and Mr Jasper Knight, chairman of the investment committee of the Fund. Mr Knight then set up the deal which enabled Unilever to pull out.

Spey, which was set up in 1967, now has five main shareholders: the pension funds of Imperial Chemical Industries,



Mr Nigel Brookes, chairman of Trafalgar House Investments, who yesterday informed Cunard Steam-Ship that his company held 21-1 p.c. of Cunard's equity and planned a bid in the region of 185p a share for the remainder.

Revival in demand for the British Leyland Mini

By JOHN PETTY

A REVIVAL in demand for the Austin-Morris Mini is shown today in this year's first detailed disclosure by the Society of Motor Manufacturers and Traders of model-by-model sales of cars in Britain.

The survey covers the first quarter of the year when 25,789 Minis were registered compared with 18,148 for the first quarter of last year. The Austin-Morris 1100/1500 remained the top seller but was down from 40,065 last year to 37,391 this year. The Maxi perked up from 9,855 to 11,898.

Chrysler's Avenger reached 16,148 against 6,135 last year and the Hunter rose from 2,280 to 9,450. The Imp was down by 502 to 3,853.

The Vauxhall Viva increased its popularity from 21,914 to 25,342. The Victor was up from 6,811 to 6,585.

Ford's focus was hit by the long strike but kept up remarkably well with the Escort only slightly down at 33,911 and the Capri down by 734 to 9,708. The Corina took the biggest knock since the strike combined with last of showroom stocks owing to the switch to the new version. So it fell from 56,821 to 17,155.

The Austin-Morris 1800 and three-litre ranges sold 11,505, up from 9,566. Jaguar-Daimler sold 3,373 saloons and 111 "E" types, the first a considerable increase and the latter a sizeable drop. Rover increased sales of the 2000 from 3,628 to 5,622 and had a slight improvement in its bigger cars at 3,229.

Triumph had all-round increases with the Herald, Vitesse and Toledo range totalling 7,816, the 1300/1500 reading 7,030, the 2000/2500 at 6,844 and the sports at 1,865. The Stag—how many have you seen on British roads?—sold 462, which indicates how the emphasis is on export.

The Chamois, by Chrysler, was another little-seen car. Only 20 were registered. Jensen dropped at 107. Lotus was slightly up at 410 and the Reliant group down at 315.

Statistics published by the Society of Motor Manufacturers and Traders, at 610.

RR gets tough with Germans on engine price

ROLLS-ROYCE will open negotiations with the German aircraft firm Messerschmitt-Bölkow-Bornhagen to purchase the M-15B engine, the Bremen company announced yesterday. The engine is being used in the VFW-614, West Germany's first jet transport now about to start prototype trials.

Rolls-Royce (1971) Ltd. is making the takeover of the development and delivery contract made by the old Rolls-Royce company conditional on clarification of these questions. Furthermore, the new Rolls management was reviving earlier Rolls-Royce demands for payment of increased development costs.

Edger planning £10m development

EDGER Investments is putting together a 10 1/2 acre property lease at Bankside, east of Blackfriars Bridge, where it plans a £10 million offices, shops and residential development.

Disclosing this in his annual report, chairman Sir Gerald Glover says the Company has assembled a freehold site, and is now talking to its neighbour British Rail with a view in taking the site back into the railway land and linking it with its own in the development "for which building finance has been negotiated."

Death of the dollar premium

MR RAYMOND Bell, of the Treasury, told a meeting of property bond, a British and Common Market negotiators in Brussels that Britain's agreement to free direct investments in two stages within two years of EEC entry at the latest, implied all such investments would then take place at the official rate of exchange.

This means the abandonment of the dollar premium, he said. He was explaining to the six details of the proposals put forward in May to phase out even present restrictions on direct, personal and portfolio investment over a five-year transition period.

IOS vote could be a close thing

By ALAN OSBORN in Toronto

A LONG AND closely fought battle for control of Investors Overseas Services—the giant, world-wide unit trust empire—was in progress late yesterday as the company's annual general meeting began and was then abruptly adjourned for delivery of late proxy material.

IOS, whose funds are widely sold throughout Europe and are marked in Britain as the Dover Plan, controls over £800 million of assets.

The climax of the meeting, which was to be resumed later yesterday will be the vote on a move by a group of dissident shareholders to elect a new board to replace the present directors, headed by the chairman, Mr Robert Vesco.

Mr Vesco, who heads International Controls Corporation of New Jersey, was made chairman of IOS last December following his pledge to inject new funds and management into the shaky financial empire founded by Mr Bernard Cornfield.

Mr Vesco said a few days ago that he "certainly" will have more than 51 p.c. of the votes at the meeting, that he remained confident, but declined to forecast his margin of victory. He said he was seeking as great a margin of victory as possible, "to stop this sort of thing from happening again."

However, the leader of the dissident group, Mr Morion Schiowitz, told me in an interview during yesterday's adjournment that he was "quite confident of victory." Mr Schiowitz said he had about 18 million of the 40 million preference shares outstanding pledged to his support.

will aid IOS if he stays in control. But 34-year-old Mr Vesco withheld detailed announcement of his plans for IOS, and the consequences if he were to be ousted only later in the tussle.

The meeting was expected to last well into Wednesday night, and could even spill over into Friday. Thursday is a national holiday in Canada.

The Schiowitz group were also to make their specific intentions clear later.

They have been unspecific until now regarding the future, though there have been indications that they might entrust management of the group to outside companies on a service basis.

Both the strength and the weakness of the dissidents' challenge is that it is largely being mounted by former salesmen and officers of IOS. In addition to Mr Schiowitz, the group includes Mr Allen Cantor—former president of the sales subsidiary.

The dissidents are men—often flamboyant in appearance and behaviour (there was more than a sprinkling of Pierre Cardin suits at the Royal York Hotel yesterday), who built IOS into the largest of all such financial institutions during the Sixties.

Trafalgar may have to fight for Cunard

BY THE CITY EDITOR

THE TRAFALGAR HOUSE bid for Cunard makes sense in terms of the development of Trafalgar and the ambitions and energies of the young Nigel Brookes (37) and the youthful Victor Matthews. Conceivably a leisure business, which for too long conducted its affairs in an all too leisurely fashion, Cunard might have similar appeal to Mr Maxwell Joseph and Grand Metropolitan Hotels. The Cunard board has admitted to the existence of another potential bidder but is clutching his name to its collective bosom.

There could be a fight between Trafalgar and say Grand Metropolitan—certainly Mr Joseph has seemed to be clearing the decks in recent months for action of some kind. Conceivably Cunard might seek to save itself by its own exertions, though its chances, unaided against a Trafalgar bid price of 185p would be slender.

But in whatever transpires in the next few days Trafalgar has the impressive starting advantage of holding 21 p.c. of Cunard's shares—a fact that may have surprised Sir Basil Smallpeice, the Cunard chairman, when he received Mr Brookes yesterday. With private shareholders in possession of two-thirds of the equity, there cannot be another significant block.

Cunard has retained S. G. Warburg to take its part, while Kleinwort, Benson will be sending out the formal documents on Trafalgar's behalf and sharing the task of persuading Cunard shareholders that their future lies with Trafalgar House. Skilful persuasion is unusually important because Cunard, however faded its flag, is still a company to stir emotions. Politicians, no less than shareholders, may believe they have a strong interest, may a moral duty, in deciding Cunard's fate.

Trafalgar is sensibly emphasising from the start that it does not wish to break up Cunard but to run its various parts more effectively and thus more profitably. It will automatically run up against the scorn and scepticism of the shipping establishment, who would be delighted if Brookes and Matthews fell flat on the deck and alarmed if they succeeded in demonstrating that shipping companies, operated by different men with a different approach, could be made much more profitable than they are.

It might well be true that a more financially attuned direction at Cunard would exploit more successfully the extraordinarily favourable tax situation of shipping companies in general and Cunard in particular. Certainly unless you are making profits, or the aggregate of which you are a part, is making profits, many of Cunard's tax benefits would go to waste.

For all its changes and improvements, Cunard has failed to carry complete conviction in the Smallpeice era. Much may well turn now on Sir Basil's own state of mind and state of will after a long and trying spell in the chair.

Trafalgar cannot lose even if it doesn't win, having paid an average price of less than 150p for its Cunard shares. Its offer when it comes will be a package, including loan stock and equity, with the equity element underwritten for cash. An emphatically superior offer would give Trafalgar a handsome profit, a narrow defeat could leave it in a powerful minority position where as in the Savoy it would watch and wait.

That is not the least advantage of being 37.

Hardly a yen for London

ALL MONETARY restrictions on Japanese investment overseas so far as concerns Organisation for Economic Co-operation and Development countries are removed from today. But there is little hope that this measure will do much to reduce the rate of growth of Japan's foreign currency reserves, now totalling over \$7,000 million. Neither is it likely to cause a boom on the London stock market.

The securities industry in Japan is dominated by the institutions which have been allowed to invest in overseas markets for some time subject to a ceiling of \$100 million. The effective addition to Japanese buying power will be only about 45 p.c. and this will be largely of a less sophisticated nature than that which exists already.

The main Japanese interest centres on New York and Sydney because of trading links with the United States and Australia. Japanese demand for such American heavyweights as IBM, Sears, Roebuck, General Motors has grown steadily and in Australia the main targets are prime producers such as Western Mining which supply Japan with an important proportion of her raw materials.

The Japanese move cautiously and like to base their decisions on the fullest possible information. For this reason the Australian nickel companies do not attract much attention in Tokyo; neither do United Kingdom companies which although fully documented are as yet not well-known in Japan.

Such investment as there is will be very selective since Britain's economy as a whole does not commend itself to the growth-hungry Japanese, while an average price/earnings ratio of 16-8 offered by the *Financial Times* Actuaries 500 index scarcely looks a bargain against the Japanese average of 11-12.

Most of the interest centres round the blue chip international companies and companies with a larger corner of the available market. Distillers is popular (whisky is something the Japanese know something about), English China Clays, Grand Metropolitan Hotels, Great Universal Stores, Unilever, Land Securities and the investment trusts receive attention. But until the communications gap is bridged and Britain's economy starts to expand at a reasonable rate the proportion of that vast Japanese financial surplus coming back to London is likely to remain small.

Trafalgar House Investments Ltd. ANNOUNCEMENT CONCERNING The Cunard Steam-Ship Company Limited. The Directors of Trafalgar House Investments Limited announce that Trafalgar is now the owner of 2,747,500 Ordinary Shares in The Cunard Steam-Ship Company Limited equal to 21-1% of the issued equity capital. Of these shares, 1,297,500 were purchased by Trafalgar over a period ending in March of this year, whilst the remaining 1,450,000 shares have today been acquired from Slater, Walker Securities Ltd. and Associates at a price of 175 1/2p per share.



COMMODITIES
LONDON METAL MARKETS
Wool: Barely steady, July 10-5...

COMMODITIES
LONDON GRAIN MARKETS
Wheat: Canadian, 2000 bushels...

COMMODITIES
LONDON OIL MARKETS
Crude oil: 100 barrels, 100.00...

UNIT TRUST PRICES
ARCUS UNIT MANAGEMENT
1971 High Low Name Bid Offer

UNIT TRUST PRICES
G.T. UNIT MANAGERS
1971 High Low Name Bid Offer

UNIT TRUST PRICES
M. & G. GROUP
1971 High Low Name Bid Offer

UNIT TRUST PRICES
SCHEIDT WAGG MANAGERS
1971 High Low Name Bid Offer

UNIT TRUST PRICES
SCOTTIS SECURITIES
1971 High Low Name Bid Offer

UNIT TRUST PRICES
STANDARD LIFE ASS'CE
1971 High Low Name Bid Offer

THE SABAH TIMBER COMPANY LIMITED

MR. H. G. C. TOWNSEND'S REVIEW
The Annual General Meeting of the Sabah Timber Company Limited...

MANUFACTURERS OF WORSTED CLOTH
Hield Brothers Limited
The 49th Annual General Meeting was held on June 30th in Bradford...

EDGER INVESTMENTS LIMITED
Years ended 31st March
1968 1969 1970 1971

BANK OF ENGLAND SUPPORTS DOLLAR
EURODOLLARS weakened further yesterday and the Bank of England supported the dollar heavily...

BOLTON BUILDING SOCIETY
NEARLY 9% GROSS
5 1/2% p.a. tax paid equals £8-98% gross where income tax is paid.

NEW, SELF EMPLOYED (and Controlling Director) PENSION PLAN
Your contributions secure relief from Income Tax and Surplus and are deductible from your taxable income...

VACANT POSITIONS
SAUDI ARABIA
URGENTLY REQUIRED for experienced...
PRO-CHEM
SALE ENGINEER
NATIONAL PROJECT

SCIENTISTS AND TECHNOLOGISTS
TECHNICAL ASSISTANT
REPRESENTATIVES
AGENT REQUIRED
A BETTER CAREER
SALES MANAGER (DESIGNATE)

REPRESENTATIVES
AGENT REQUIRED
A BETTER CAREER
SALES MANAGER (DESIGNATE)
ADDITIVES ARE BOOMING
INTER-SELECTION LTD.

EXHIBITION STANDSTIFFING REPRESENTATIVE
FINANCE REPRESENTATIVES
EXPERIENCED SALESMAN
ASCOLI
WITTRUP LABORATORIES

# AK HOSPITAL SERVICES

**LONDON** 01-474821  
**WIMBORNE** 01-474781  
**MANCHESTER** 061-424144  
**GLASGOW** 041-291477

**AUSTIN KNIGHT LIMITED**

Applications should be made to the appropriate advertisement.

## MEDICAL

**HOUSE SURGEON** LEYBOURNE H.M.C. TUNBRIDGE WELLS, KENT. Excellent medical training and research opportunities. Apply to Director of Medical Services, Leybourne Hospital, Tunbridge Wells, Kent.

**LOCUM SENIOR HOUSE OFFICER IN ANAESTHETICS** TUNBRIDGE WELLS, KENT. Excellent opportunity for a locum senior house officer in anaesthetics. Apply to Director of Medical Services, Leybourne Hospital, Tunbridge Wells, Kent.

## PROFESSIONAL & TECHNICAL

**RADIOGRAPHERS REQUIRED** SOUTH LONDON HOSPITAL FOR WOMEN AND CHILDREN. CLAPHAM COMMON SW9. Excellent opportunity for a radio-technologist in a busy hospital. Apply to Director of Medical Services, South London Hospital for Women and Children, Clapham Common, SW9.

**SENIOR RADIOGRAPHER** DOWNING ROAD, SUTTON, SURREY. Excellent opportunity for a senior radio-technologist in a busy hospital. Apply to Director of Medical Services, Downing Road, Sutton, Surrey.

## PROFESSIONAL & TECHNICAL

**SENIOR RADIOGRAPHER** WEST HAVANT HOSPITAL, HILLS ROAD, WEST HAVANT, HANTS. Excellent opportunity for a senior radio-technologist in a busy hospital. Apply to Director of Medical Services, West Havant Hospital, Hills Road, West Havant, Hants.

**SENIOR RADIOGRAPHER** WEST HAVANT HOSPITAL, HILLS ROAD, WEST HAVANT, HANTS. Excellent opportunity for a senior radio-technologist in a busy hospital. Apply to Director of Medical Services, West Havant Hospital, Hills Road, West Havant, Hants.

## UNIVERSITIES, COLLEGES, ETC.

**UNIVERSITY OF NOTTINGHAM REGISTRAR'S DEPARTMENT**. Applications are invited for the post of Registrar in the Registrar's Department. Apply to Registrar, University of Nottingham, Nottingham.

**UNIVERSITY COLLEGE, LONDON**. Applications are invited for the post of Lecturer in the Department of Chemistry. Apply to Registrar, University College, London.

## ADMINISTRATIVE ASSISTANT

**ADMINISTRATIVE ASSISTANT** UNIVERSITY OF NOTTINGHAM REGISTRAR'S DEPARTMENT. Applications are invited for the post of Administrative Assistant in the Registrar's Department. Apply to Registrar, University of Nottingham, Nottingham.

**ADMINISTRATIVE ASSISTANT** UNIVERSITY COLLEGE, LONDON. Applications are invited for the post of Administrative Assistant in the Department of Chemistry. Apply to Registrar, University College, London.

## ADMINISTRATIVE ASSISTANT

**ADMINISTRATIVE ASSISTANT** UNIVERSITY OF NOTTINGHAM REGISTRAR'S DEPARTMENT. Applications are invited for the post of Administrative Assistant in the Registrar's Department. Apply to Registrar, University of Nottingham, Nottingham.

**ADMINISTRATIVE ASSISTANT** UNIVERSITY COLLEGE, LONDON. Applications are invited for the post of Administrative Assistant in the Department of Chemistry. Apply to Registrar, University College, London.

## OVERSEAS

**UNIVERSITY OF IFE**. Applications are invited for the post of Lecturer in the Department of Chemistry. Apply to Registrar, University of Ife, Ife.

**UNIVERSITY OF IFE**. Applications are invited for the post of Lecturer in the Department of Chemistry. Apply to Registrar, University of Ife, Ife.

## OVERSEAS

**UNIVERSITY OF IFE**. Applications are invited for the post of Lecturer in the Department of Chemistry. Apply to Registrar, University of Ife, Ife.

**UNIVERSITY OF IFE**. Applications are invited for the post of Lecturer in the Department of Chemistry. Apply to Registrar, University of Ife, Ife.

## MANCHESTER POLYTECHNIC

**Faculty of Art and Design**  
**Department of Environmental Design**  
 Applications are invited for the following appointments in the Department of Environmental Design:

**SCHOOL OF ARCHITECTURE**  
**Lecturer (Grade II) in Architecture (A/72)**  
 Applicants should be qualified architects who are aware of current developments in architectural practice and education. A special interest in Materials Technology, or the application of Computers in Design will be an advantage.

**SCHOOL OF INTERIOR DESIGN**  
**Senior Lecturer in Interior Design (A/73)**  
 Applicants should preferably have had some professional experience as an Interior Designer. Previous teaching experience in Interior Design or a related field will be an advantage.

**SCHOOL OF LANDSCAPE ARCHITECTURE**  
**Lecturer (Grade II) in Horticulture (A/74)**  
 A qualified Landscape Architect with special interest in horticulture, or a qualified horticulturist willing to undertake the teaching of landscape architecture is required to take charge of this subject on the Diploma Course.

## Thames Polytechnic

**DIVISION OF LAW**  
**SENIOR LECTURER in LAW**  
**LECTURER II in LAW**

Applications are invited from honours graduates for the above posts. One post is in the Faculty of Architecture and the other in the Faculty of Law. Salary scales are £1,191-£1,356 p.a. and £1,191-£1,356 p.a. respectively. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

## LONDON BOROUGH OF NEWHAM

**Social Services Department**  
**Residential Care Services**  
**WARDEN**

(either sex) required to take charge of newly built hostel for mentally ill adults. Functionally designed and fully equipped with a range of services. Close working links with psychiatric hospital and community care services. Part of a fully developed mental health care system. The hostel is situated in a residential area. Three-bedroom house attached, with private car and garage. Training in residential care and groupwork, or other appropriate qualifications and experience an advantage. Salary scale £1,200-£1,350 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

## HOSPITAL SERVICES

**THE NATIONAL HEART AND CHEST HOSPITALS THE INSTITUTE OF CHEST DISEASES THE INSTITUTE OF CARDIOLOGY**  
**EQUIPMENT OFFICER**  
 Applications are invited from suitably qualified persons for the post of Equipment Officer in the National Heart and Chest Hospitals, The Institute of Chest Diseases, and The Institute of Cardiology. The successful candidate will be responsible for the maintenance and repair of medical equipment. Salary scale £1,200-£1,350 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

## HEAD OCCUPATIONAL THERAPIST GRADE III

Applications are invited from suitably qualified persons for the post of Head Occupational Therapist Grade III in the National Heart and Chest Hospitals, The Institute of Chest Diseases, and The Institute of Cardiology. The successful candidate will be responsible for the supervision and management of occupational therapists. Salary scale £1,200-£1,350 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

## MANPOWER DIVISION REGIONAL MANPOWER OFFICER

Applications are invited from suitably qualified persons for the post of Manpower Officer in the Manpower Division of the National Heart and Chest Hospitals, The Institute of Chest Diseases, and The Institute of Cardiology. The successful candidate will be responsible for the recruitment and selection of staff. Salary scale £1,200-£1,350 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

## CHIEF PHARMACIST (Category III)

Applications are invited from suitably qualified persons for the post of Chief Pharmacist (Category III) in the National Heart and Chest Hospitals, The Institute of Chest Diseases, and The Institute of Cardiology. The successful candidate will be responsible for the supervision and management of the pharmacy department. Salary scale £1,200-£1,350 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

## WHITTINGTON HOSPITAL SENIOR RADIOGRAPHER

Applications are invited from suitably qualified persons for the post of Senior Radiographer in the Whittington Hospital. The successful candidate will be responsible for the supervision and management of the radiology department. Salary scale £1,200-£1,350 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

## INNER LONDON EDUCATION AUTHORITY

**Education Officer**  
 This is the Chief Officer post of the Inner London Education Authority and becomes vacant on 1 January 1972 (on the retirement of Sir William Houghton).

**Salary Range: £10,410 to £11,565**

Application forms and details of the post obtainable from the Clerk to the ILEA (DG/D1/B), County Hall, London, S.E.1.

Closing date for applications:—23 July, 1971.

## THAMES POLYTECHNIC, LONDON, SE18 6PF

**SCHOOL OF MATHEMATICS, STATISTICS AND COMPUTING**  
**LECTURER II in STATISTICS (2 POSTS)**

Applications are invited from men or women with suitable qualifications in academic and/or industrial experience to join an established Division of Statistics and Operational Research. One of the posts could be available for a newly-qualified graduate with research and teaching potential.

The teaching could be up to final honours degree level. The successful candidate will be expected to carry out research and teaching. Research and consultancy are encouraged and adequate computing facilities are available. Salary (under review): Lecturer Grade II: £1,847-£2,337 + £25 London Allowance.

## BRITISH POSTGRADUATE MEDICAL FEDERATION (University of London)

**ACCOUNTANT**  
 Applications are invited for this post from suitably qualified persons, aged 30-50, preferably with experience in the Public Sector or Hospital Accounting and Superannuation Schemes. Salary: within the range £3,521 to £3,989 + £100 London allowance, depending on seniority and experience. F.S.S.D.

## LOCAL GOVERNMENT (Continued)

**LONDON BOROUGH OF HARINGEY**  
**PRINCIPAL ASSISTANT (Residential)**  
**SOCIAL SERVICES DIRECTORATE**  
 Salary £2,624 to £3,039

Applications are invited for the post of Principal Assistant (Residential) in the Social Services Directorate of the London Borough of Haringey. The successful candidate will be responsible for the supervision and management of residential care services. Salary scale £2,624-£3,039 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

**LONDON BOROUGH OF HARINGEY**  
**GROUP HEAD (Residential)**  
**ADMINISTRATION (Ref. 4106)**

Applications are invited from suitably qualified persons for the post of Group Head (Residential) in the Administration Department of the London Borough of Haringey. The successful candidate will be responsible for the supervision and management of residential care services. Salary scale £2,624-£3,039 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

**LONDON BOROUGH OF HARINGEY**  
**TECHNICAL LIBRARIAN**

Applications are invited from suitably qualified persons for the post of Technical Librarian in the London Borough of Haringey. The successful candidate will be responsible for the supervision and management of the library services. Salary scale £2,624-£3,039 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

**LONDON BOROUGH OF HARINGEY**  
**ASSISTANT QUANTITY SURVEYOR**

Applications are invited from suitably qualified persons for the post of Assistant Quantity Surveyor in the London Borough of Haringey. The successful candidate will be responsible for the supervision and management of the quantity surveying services. Salary scale £2,624-£3,039 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

**LONDON BOROUGH OF HARINGEY**  
**MANPOWER DIVISION REGIONAL MANPOWER OFFICER**

Applications are invited from suitably qualified persons for the post of Manpower Officer in the Manpower Division of the London Borough of Haringey. The successful candidate will be responsible for the recruitment and selection of staff. Salary scale £2,624-£3,039 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

**LONDON BOROUGH OF HARINGEY**  
**CHIEF PHARMACIST (Category III)**

Applications are invited from suitably qualified persons for the post of Chief Pharmacist (Category III) in the London Borough of Haringey. The successful candidate will be responsible for the supervision and management of the pharmacy department. Salary scale £2,624-£3,039 p.a. Applications should be sent to the Registrar, Thames Polytechnic, Wellington Street, London, SE18 6PF, to be returned by 15 July 1971.

## REPRESENTATIVES

**HARVEY PLANHIRE LTD.**  
**FORK LIFT TRUCK HIRE REPRESENTATIVE**  
 for North-West area.

The Company offers:  
 1. A first-class salary.  
 2. A first-class car on commission.  
 3. A company-owned car and out-of-pocket expenses.  
 4. A first-class holiday allowance.  
 5. A first-class pension scheme.

## NATIONAL FINANCE COMPANY

Require responsible individuals in all areas to act as MORTGAGE BROKERS

Excellent Salaries plus 10% COMMISSION + Franchise Bonus

## FIELD SALES ENGINEER

With experience of Industrial Machinery, Sales Engineers are required for the following areas: 1. Sales Engineers (Industrial Machinery) 2. Sales Engineers (Agricultural Machinery) 3. Sales Engineers (Construction Machinery)

## FRANCHISE HOLDERS

Best records in wider areas. Specialized sales from home. No office. No staff. No advertising. No travel. No loss of time. No loss of money. No loss of sleep. No loss of peace of mind. No loss of anything else. No loss of anything else.

## INTERNATIONAL FOOD MANUFACTURER

Experienced SALESMAN/EXPORTER

As a result of international expansion, the above named company is seeking experienced salesmen/exporters to cover the following areas: 1. Salesmen/Exporters (International Food) 2. Salesmen/Exporters (International Food)

## ANALYTICAL CHEMIST

A qualified analytical chemist with experience in the Public Sector or Hospital Accounting and Superannuation Schemes. Salary: within the range £3,521 to £3,989 + £100 London allowance, depending on seniority and experience. F.S.S.D.

## JOIN AN INSURANCE BROKER

Best records in wider areas. Specialized sales from home. No office. No staff. No advertising. No travel. No loss of time. No loss of money. No loss of sleep. No loss of peace of mind. No loss of anything else. No loss of anything else.

## LOOKING FOR A CHANGE

Are you looking for a change? Are you looking for a challenge? Are you looking for a career? Are you looking for a future? Are you looking for a better way of life? Are you looking for a better way of life?

## REPRESENTATIVE

Are you looking for a change? Are you looking for a challenge? Are you looking for a career? Are you looking for a future? Are you looking for a better way of life? Are you looking for a better way of life?

## RETAIL SALES REPRESENTATIVE D.I.Y./HARDWARE TRADE

Are you looking for a change? Are you looking for a challenge? Are you looking for a career? Are you looking for a future? Are you looking for a better way of life? Are you looking for a better way of life?

## MEDICAL SALESMEN

Are you looking for a change? Are you looking for a challenge? Are you looking for a career? Are you looking for a future? Are you looking for a better way of life? Are you looking for a better way of life?

## BRITISH COURTS LIMITED

Are you looking for a change? Are you looking for a challenge? Are you looking for a career? Are you looking for a future? Are you looking for a better way of life? Are you looking for a better way of life?

SITUATIONS VACANT Continued from Preceding Page

REPRESENTATIVES SHANNON ARE STILL EXPANDING... The Shannon Group of Companies... Representatives... Areas in core and help in the happy scramble for new business opportunities...

SALES ENGINEER ELECTRONIC COMPONENTS... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES APPLICATION ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER SOUTH EAST ENGLAND... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

SALES ENGINEER... We are looking for another experienced sales engineer in electronics and general electronic components...

WE ARE A RAPIDLY EXPANDING... CLERK/TYPIST... RESPONSIBLE AND varied work in a fast paced environment...

CLINICAL RESEARCH CENTRE (NORTHWICK PARK HOSPITAL) PERSONAL ASSISTANT/SECRETARY... to the Head of our Division...

WHOLESALE... WHOLESALE... WHOLESALE... WHOLESALE... WHOLESALE... WHOLESALE...

PRINTING AND JOURNALISM... EDITORIAL ASSISTANT... ASSISTANT EDITOR... ASSISTANT EDITOR...

JOURNALIST... Institute of Child Health... UNIVERSITY OF LONDON... SHORTHAND/TYPIST...

COMPANY SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

ENTREPRENEUR... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

ACQUIRE A FIRST CLASS... FREEDOM OF THE PRESS... FREEDOM OF THE PRESS...

PUNCH MAGAZINE... ASSISTANT... ASSISTANT... ASSISTANT... ASSISTANT...

ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

PERSONALITY PLUS... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

PERSONNEL RECORDS ASSISTANT... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

BURNER for St George's House... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

CITY GIRLS... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

CLERK/TYPIST... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY... ASSISTANT SECRETARY...

ADMINISTRATION OFFICER £1,800-£2,300... An Administration Officer is required to work in the Co-ordination and Planning Department of the Economic Planning Division...

GAS COUNCIL MID-WALES DEVELOPMENT CORPORATION Industrial Development Officer... The MID-WALES DEVELOPMENT CORPORATION, now developing Newtown, Montgomeryshire, propose to appoint an Industrial Development Officer...

AMPEX OF CANADA LIMITED CUSTOMER ENGINEERS Computer Products Division... Ampex is a dynamic and progressive company. Manufactured computer products include all IBM and Univac compatible peripheral equipment...

Get Better... We are a small Pharmaceutical Company, with a young, lively and progressive outlook. Expansion during the last four years has been more rapid than the average. We need you to accelerate this...

Group Press Officer LONDON... The Pirelli UK group wishes to appoint an experienced journalist to its Group Press and Public Relations Department based in London...

Overseas Development... The provision of skilled manpower is a vital element in Britain's aid to the developing countries. Your professional skills are needed overseas and you will have the satisfaction of doing a challenging, responsible and worthwhile job...

Director The Institute of Office Management... The Institute of Office Management invites applications for the post of Director (a new appointment). The Institute is a professional management organization with over 5,800 members...

Amalgamated Roadstone... Amalgamated Roadstone Corporation Limited is a member of the Gold Fields Group and one of Britain's leading quarrying companies. Turnover exceeded £30,000,000 last year and there are more than 8,000 employees within the ARC group of companies...

Instrument Engineer... A leading Consulting Engineering practice requires a qualified Instrument Engineer for their Mechanical Division. He should be a graduate or with an HNC, and should have some experience of instrumentation in process or gas industries...

Service Engineers... Tally Limited, an expanding Company engaged in the marketing of Computer Peripheral and Data Transmission equipment, are seeking persons with sound experience in electronics and high speed mechanisms to join their Service Department...

DUNHAM BUSH LTD. require for their London Area SALES ENGINEERING REPRESENTATIVES... Applicants should have experience of Refrigeration Products and their applications to Air Conditioning schemes.

## Manufacturing Director

### PIONEER

• From green fields to a £4M turnover within four years and continuing substantial growth market at home and overseas. This is the aim of a large British group launching a product range new to this country. The revolutionary process produces industrial/commercial floor covering which has exceptional properties of durability and design. Later markets lie in simulated furs and skins for clothing, footwear, and upholstery.

• He will be responsible to the Managing Director for setting up and controlling the entire manufacturing operation on a Midlands site, with easy access to both the industrial markets in the UK and areas of outstanding beauty. The capital intensive process—already proved commercially—is based upon electrostatic deposition of fibres on polymer-based backing. A special dyeing and printing process will be involved.

• Most technical skills are required in the management of mechanically complex machinery or continuous production processes. A combination of both would be ideal. A professionally qualified man is needed with experience in the sensitive handling of the human resources engaged in intricate production. A background in production of plastic-based products would be an advantage. Quality standards, cost control, and service will be important.

• Age probably 35 to 45. Remuneration negotiable to attract a man already earning not less than £5,000, who is determined to progress substantially by achievement. Car provided.

Write in complete confidence to P. K. Brewin as adviser to the group.

**JOHN TYZACK & PARTNERS LIMITED**  
10 HALLAM STREET • LONDON W1N 6DJ

## Geophysical Service International Ltd

We specialise in oil exploration world wide. Have a vacancy for a Contracts Manager.

He will be responsible to the Contracts Manager in Dallas, Texas, U.S.A. with a dotted line responsibility to the local Area Manager for all proposals and contracts initiated in Europe, Africa and Middle East.

He will be required to negotiate with clients, representatives and legal departments.

He should be fluent in written and spoken English and French and prepared to travel occasionally to Europe, Africa and Middle East.

He will be based in Croydon.

**Minimum Qualifications**  
degree in English Law or equivalent.

**Minimum Experience**  
two years in Petroleum Industry.

**Salary**  
negotiable.

**Please write to:**  
Bill Young, Personnel Manager,  
G.S.I. LIMITED,  
Canterbury House,  
Sydenham Road, Croydon, Surrey.

**Telephone No.**  
01-686 5771.

## MATERIAL HANDLING ENGINEER

A Material Handling Engineer is required to work on a variety of special projects which will involve plant and stores layout, purchase of material handling equipment and the introduction of improved methods to manufacturing facilities. Applicants should preferably have an engineering background with some experience in Work Study and/or Process Planning and Shop Layout.

The Company is a major manufacturer of Farm Machinery. Conditions of employment are excellent, and realistic assistance with removal expenses is given. Please apply, giving full details of career to date to:

Personnel Officer,  
**NEW HOLLAND**  
Division Sperry Rand Limited, Apsbury, Bucks.  
SPERRY RAND

## Join the Professional 'Sales-Makers' in Kent/S.E. London

The professionals in this instance make up the team of salesmen who handle an interesting range of 3M products sold to trade users through wholesale outlets. They are therefore not only skilled professional salesmen but also skilled negotiators since their job involves promotion of ideas within the wholesale outlets and their subsequent implementation. Could you be a member of this team? If you are aged 22-33 (being preferably in the Maidstone area) have a good commercial background in a selling environment and feel that you can convince us of your ability to negotiate and sell professionally we would like to hear from you. The positions carry an attractive salary plus incentive bonus, car and all expenses. Prospects with this growing international organisation are first class.

Write in confidence with concise details of age, education and experience to—

E. J. Palmer (ART/2),  
3M Company Ltd.,  
Wigmore Street,  
London, W1K 1ET.

## LONDON BIRMINGHAM MANCHESTER MEL Advertising Services

Please write directly to our client. No approach will be made to present or past employers without your permission.

---

### Marketing Manager

MIDDLE EAST

**CARRERAS LIMITED**

We want a professional marketing man to play a major part in increasing our activities in the area. His principal responsibilities will be developing improved marketing planning techniques; identifying growth opportunities; improving the quality of marketing information. He will report to the Regional Manager and will be based at our new headquarters in Bahrain.

Candidates must have a record of success in marketing consumer goods. They must be between 28 and 38 years with a working knowledge of Arabic. Current UK salary should be around £2,500 p.a. Please write quoting reference D.82 and giving brief details to the Personnel Manager, Carreras Limited, 27 Baker Street, London, W.1.

---

### Quantity Surveyor

**LAING**

This is an opportunity for an experienced Quantity Surveyor to assume complete responsibility for the quantity surveying function on substantial contracts for specialised building and interior finishes. The majority of this high quality work is carried out in the Greater London area where contracts range up to £200,000 in value. The successful applicant will be based in the West End of London. Conditions of employment are those of the Laing Group, of which the company is a member, and salary will be negotiated in accordance with age and experience. Please write quoting reference D.10 and giving relevant details to V. B. Holloway, Holloway White Allom Limited, Caxton House, 8 Tottil Street, London, SW1 H9NF.

---

### Sales Training Officer

CONSTRUCTION PRODUCTS

**SBD products**

Reporting to the Marketing Manager, he will be responsible for all training of our field sales staff and for product training for employees of builders' merchants. The scope of the job is wide ranging and will include induction training; courses for individuals and groups; the identification of training needs; formulation of plans and follow-up studies; he must also keep himself abreast of the latest developments in sales training and be able to apply these to a product range of decorative coatings, finishes and adhesives which are marketed through builders' merchants and sold direct to the construction industry. Mobility is essential and about one third of his time could be spent away from base. Candidates must have had around four years' sales training experience of which at least half must have been in the field. They must be able to operate in a situation of continuous product development where the training element is continuously updated and revised to meet current and anticipated needs. It is essential to have a knowledge of the construction industry and to have undertaken selling or sales training in this environment. We are a member of the Laing Group and offer a comprehensive range of benefits; salary is negotiable and a car will be provided. Please write, quoting reference D.19, to D. O. Best, Senior Personnel Officer, John Laing and Son Limited, Mill Hill, London, NW7 2ER.

## Group Value Engineer

Pye of Cambridge Limited, the Head Office of the Pye Group of Companies, is seeking a Group Value Engineer to join their industrial engineering team. He will be responsible for organising a formalised approach to cost reduction through value engineering in Group Companies.


He should have a graduate qualification in engineering and broadly based experience in the electronics industry. This should include design and development and/or industrial/production engineering. Where necessary specialised training in value engineering can be arranged.

The ability to influence management thinking is an essential qualification. He should also be capable of promoting a team-work approach to cost reduction.

A realistic salary will be set in relation to qualifications and experience and as considerable travel, mainly in the south eastern area of the country, is involved, a car allowance will be paid. There are outstanding opportunities for career advancement in this large diverse Group which is an international leader in its field.

Applications giving brief details should be addressed to:

A.D. Hill  
Personnel Manager  
Pye of Cambridge Limited  
St. Andrew's Road  
Cambridge CB4 1DP  
Tel: 0223 58985  
Ext. 237



## MARKETING MANAGER

Marketing Manager required by a large expanding firm of Health Food Manufacturers and Distributors, a member of the Booker Group of Companies. The head office is in Surrey.

The successful applicant will be responsible to the Managing Director for the total selling effort of the company covering market planning, public relations and the implementation of a planned sales promotion programme of all products distributed by the company. Considerable marketing experience in consumer products, particularly food, is essential.

The successful applicant is not likely to be earning less than £3,000 per annum in his present job. His potential contribution to the performance of the company will be substantial and the remuneration and prospects will reflect this.

Benefits will include company car, assistance with any removal expenses and a pension scheme.

Apply in writing to—Mr. D. G. P. Taylor,  
Bookers Shopkeeping Holdings Limited,  
Bucklersbury House,  
23 Cannon Street,  
London, EC4N 3EJ

## Bristol Laboratories

### Medical Representatives

A number of Medical Representatives are required in the UK to meet the planned expansion of an important Pharmaceutical Company. Successful applicants will be required to promote the Company's products to Doctors, Hospitals and Retail Pharmacies. Previous selling ability is a basic requirement, together with drive and initiative. No previous pharmaceutical experience is necessary.

An excellent salary is offered, together with full expenses and a Company car. If you believe you measure up to our requirements and you wish to join a Company which recognises drive and ability, please write, in confidence, to the Sales Manager, Bristol Laboratories, Elcham Division of Bristol Myers Company Ltd., Stamford House, Station Road, Lancing, Bucks.

## GESTETNER

An opportunity has arisen for a salesman of high calibre to join our Liverpool Branch. Should your earnings be in excess of £5,000 p.a. at the present time, and you have a top quality sales record, we would be pleased to welcome you to discuss your future career with us. Direct telephone enquiry should be made to Mr. R. K. Barham at—051-207 4141 between 10 and 11.00 a.m.

## It's a great time to become an SCM COPIER SALESMAN

### in London and Home Counties, Birmingham, Bristol, Leicester, Liverpool, Nottingham and Middlesbrough.


To begin with, we've just introduced a great new copier, the Model 14. You may have seen the ads we had in the "Financial Times" and on television too. Then there are our new rental prices and contracts. More competitive than before, as our competitors are discovering.

And perhaps the most relevant of all as far as you are concerned, we have a new pay structure for our sales force. An on-target performance (and our targets are absolutely realistic) will earn you at least £2,800 p.a. Add the usual big company benefits, plus a company car for the right men, and you'll see why it's a great time to join SCM.

We have a manpower plan which demands an enlarged sales force every month for the next year. In other words, ours is a genuine programme of expansion, not replacement. Right now, we need extra men in Central London, Middlesex, South Essex, Birmingham, Bristol, Leicester, Liverpool, Nottingham and Middlesbrough.

If you're the right man to seize an opportunity this big, get in touch today.

London & Home Counties: D. P. Olley 01-580 0821  
Birmingham, Bristol, Leicester & Nottingham: K. Bedingham 031-643 1395  
Liverpool: M. H. Mawby 061-236 0148  
Middlesbrough: I. M. McKinnon 0532 33618



## Two additional ADVERTISEMENT REPRESENTATIVES

required by I.P.C. Practical & Juvenile Publications for their London offices

Applications are invited from young and enthusiastic space salesmen with experience in selling to advertisers and agencies.

Apply, by letter only please, outlining details of age, experience and present salary to:

I. C. Stamp,  
Group Advertisement Controller,  
I.P.C. Practical & Juvenile Publications,  
Flitway House, Farringdon Street,  
London, EC4A 4AD.

## Industrial Salesman

Area—Eastfordshire, Cambridgeshire, Huntingdonshire, Norfolk.

The Company, We are leading manufacturers of the full range of industrial finishing equipment, with branches and associate companies throughout the world.

The Man We Need. (Preferably aged 25-40 years.) Candidates must reside in the territory. They must have a proven record of successfully selling capital and revenue equipment to industry.

Remuneration £2,000 Plus—We pay a high basic salary plus excellent commission on all business, plus a target bonus. A very large number of active accounts on the area will ensure that high commission will be payable to the successful candidate from the commencement date onwards. A company car is provided and a first class insurance and pension scheme is in operation.

Candidates are asked to send full details in strictest confidence to: Mr. D. J. Reed, Regional Manager.

**Binks-Bulloughs**  
Binks-Bulloughs Limited,  
Connaught Road, London, N.W.10.

## Modern Business Services

### M.B.S. EXECUTIVE

We have vacancies in South Wales and the West of England for suitable personnel in the following categories—

#### ENGINEERS

Electronics  
Civil  
Heating & Ventilating  
Refrigeration  
Production

#### DRAUGHTSMEN

E.C. Detail  
Site & Tool  
Civil  
Structural

Write or telephone:  
M.B.S. Executive,  
67, Queen Street,  
Cardiff, CF1 4BD.  
Tel: 4292.

## Hawker Siddeley Power Engineering Ltd. ELECTRICAL ENGINEERS

Hawker Siddeley Power Engineering have electrical engineers in the engineering section for a number of appointments of varying grades. The work is concerned with the technical control of tenders and contracts relating to comprehensive projects, these include power stations involving all types of prime mover general electrification projects both industrial and town. A broadly based engineering background would be an advantage with wide experience in switchgear. Corporate membership of the Institution of Electrical Engineers would be an advantage for some of the posts.

The positions are located a short distance from Loughborough in pleasant rural surroundings yet within easy reach of Leicester, Nottingham and Melton Mowbray. Housing is inexpensive and relocation expenses will be paid.

Salary will be in accordance with age and experience. All the positions offer scope to the successful applicants.

Applications to:  
Mr. R. E. Smart,  
Hawker Siddeley Power Engineering Ltd.,  
Loughborough LE12 5EH.

## Senior DEVELOPMENT CHEMIST

The Company, Leung is the UK subsidiary of Holim (a subsidiary of Mitsui), a strong manufacturing, intermediates, mostly acrylic based, for the industry and agriculture. A new works is shortly to open at Freckle producing methyl methacrylate and acrylic monomers.

The Job. This will be at the new Works, with full technical responsibility to the Technical Manager for investigating and developing more economic processes and problem-solving generally for a wide range of chemical products. A candidate should have a B.Sc. in Chemistry, with a specialisation in organic chemistry. Some knowledge, experience of chemical engineering would be helpful.

The man. The need is for a graduate chemist with a top honours degree, PhD, aged around 25, who must have several years practical industrial experience and a sound knowledge of plant operation. A probing and incisive mind plus an ability to manage people effectively are the main personal requirements.

Conditions. Initial salary will match the professional competence and potential, and fringe benefits are good. Please write, giving details of age, qualifications, experience and present salary to the Company Personnel Manager.

**LENNIG CHEMICALS LIMITED**  
Lennig House, 2 Mason's Avenue, Croydon, CR9 3NB

## PERSONNEL MANAGER

Responsible to Managing Director £3,000 plus

For an expanding company employing 1250 at 150 locations, manufacturing moulded and diecast plastic components. Based at Sandown the successful candidate, either a man or woman, is likely to be aged 25-40, and must be capable of supervising a Personnel Department. Previous responsibility for a Personnel Department, including Trade Union negotiations, and a proven record of success in Formulating good employee relations are essential.

Formal training in Personnel Management and or membership of the I.P.M. would be desirable attributes.

A Pension Scheme, B.U.P.A. membership, three weeks holiday and removal allowance will be given.

Applications, in writing please, giving age, educational details and a brief career summary to—

Mr. M. M. Sellers, Managing Director  
Haffenden-Richborough Ltd  
Sandwich, Kent.

## Procurement Officer Electronic Components

A Procurement Officer is required to undertake the procurement of high volume electronic components for our Industrial Products Division. The Company's policy of diversifying its activities into new technical fields and applications has led to a rapid expansion of its involvement in industrial electronics and the formation of this Division.

The Procurement Officer for this new post should have at least four years' experience in the procurement of electronic components from U.K. and foreign competitive sources. They should preferably be not more than 35 years old, manufacturing sources. They should preferably have a thorough knowledge of purchasing a professional approach to purchasing and a thorough knowledge of purchasing techniques and value engineering are essential, as is a working knowledge of stock control procedures.


An active interest in developments within the components industry and the ability to advise on the effects of technical and market trends on future prices are also important attributes.

The Procurement Officer will be functionally responsible to the Purchasing Manager, but will have a considerable degree of line autonomy in the Industrial Products Division and will have the opportunity to develop and expand his function as the overall business grows.

Conditions of employment are progressive and include a non-contributory pension scheme. Financial assistance with re-location expenses may be given in appropriate cases.

Please apply in writing, giving brief personal details, including age and salary too.

J. Jeremy Bliss, Personnel Manager,  
**NORMALAIR-GARRETT LIMITED,**  
Yeovil,  
Somerset.



## Management Accountant

### S.W. Surrey


A major distribution and retail company, part of a large international Corporation, wants a man to be responsible to the Chief Accountant for the Management Accounting section at its headquarters.

He will manage the section, conduct profitability studies by location and product, forecast trends and develop control and reporting systems for an operation covering several hundred shops in the U.K. and Eire.

Ideally, he will be aged 26-28, either A.C.A. or A.C.C.A. and able to present information at high level. He must have had 2/3 years' post qualifying experience with a large commercial/retail organisation using computer based systems. There are good career prospects.

**REWARD:** Salary starting to £3,000, pension scheme and re-location assistance.

Apply in confidence: Ref. DT 94/248.



**Hales & Hindmarsh Associates Ltd.,**  
Century House, 30/31 Jewry Street,  
Winchester, Hants.  
Telephone Winchester 66699

## RYMAN FURNITURE PRODUCT MANAGER

We have substantial interest in furniture manufacture and marketing with four factories in the UK, Overseas Licencing Agreements, and our own outlets throughout the UK. We now want to appoint a

### FURNITURE PRODUCT MANAGER

- (1) He will be involved in the briefing of the design team on new product development.
- (2) He will be involved in the planning and implementation of new furniture range introduction.
- (3) He will be responsible for the preparation of Sales Training information on existing and new product ranges.
- (4) He will be responsible for Sales Training—primarily of our own salesmen throughout the country but also of Export and outside customers' salesmen where needed.

We would like the successful candidate to have had experience both of selling and sales training in the furniture industry. He must have a good understanding of how modern furniture is made. He will be a "people" person. Above all he will be imaginative in developing the sales advantages of our products and enthusiastic in putting them over to sales people.

He will work with and report to the Director responsible for the company's furniture co-ordination.

Age 28/33; prepared to travel extensively throughout the U.K. possibly abroad; salary by discussion; company car.

Curriculum vitae first please:  
John Stephenson, Esq.,  
5, Hanway Place, LONDON, W1P 9DF.


## Export Finance Manager

Continued expansion of this international selling company has created an interesting opportunity for an experienced manager to control all operations in the Export Finance Department.

Reporting to a senior executive, he will be expected to work on his own initiative. He must be at least 25, with 3 years' experience of export finance and a sound knowledge of credit control as directly applied to export business, ECOD, policy operations and negotiations, export documentation, bills of exchange, sales accounting and relative bank financing.

Our modern offices on the South coast are ten minutes from Havant main line station. There are full large company benefits.

Interested? Please apply in writing with details of age, qualifications and present salary to:  
The Personnel Manager, Thom Domestic Appliances (Export) Ltd., New Lane, Havant, Hants.



## UNUSUAL OPPORTUNITY FOR SALES EXECUTIVES

We are Management Consultants seeking Sales Executives for a company which is part of a large international group order to be established in the Building Industry, in order to develop the market further, they are establishing a new organisation.

They are able, therefore, to offer sales staff the unusual opportunity of joining a new organisation at its inception. The exciting product range is the market leader and there is plenty of potential for natural growth. The requirement is for a small nucleus of Sales Executives to be sent throughout the U.K. to commence a development programme designed to prepare them for the business ahead.

Applicants should have a proven sales record in a competitive field, leadership potential and a good knowledge of modern sales techniques. This job offers an opportunity to Salesmen or Area Managers who are currently earning at least £2,000 per annum.

The company offer a prestige 11, litre motor car available for private motoring, contributory pension, life assurance and the usual fringe benefits. If you think you can best achieve their ambitious plans, please write to us in complete confidence.

Mr. Alfred Austen, Managing Director,  
**ALFRED AUSTEN & ASSOCIATES,**  
28, Cansnaught Road, New Malden, Surrey.

فكرنا من الأصل

SOUTH EASTERN ELECTRICITY BOARD ECONOMIST? STATISTICIAN? MATHEMATICIAN? ELECTRICAL ENGINEER?

Board require a young man to join a progressive section of the Commercial Manager's Department. The work of the section involves load and cost research, the formulation of tariffs and the statistical analysis of our commercial activities.

THE COMMERCIAL MANAGER, SOUTH EASTERN ELECTRICITY BOARD, QUEEN'S GARDENS, HOVE, SUSSEX BN3 2LS, BY 14TH JULY 1971.

SSI-One of Britain's Fastest Growing Companies

Senior Systems Representative

Due to internal promotion, we require a young, dynamic and enthusiastic Representative to take on a high turnover North London territory.

- The man we want will: - Have a sound selling background in industry... Be prepared to work hard... Be able to negotiate at all levels of management.

We offer: - A position with a fast growing, progressive, successful and sales orientated company. A high basic salary with incentive commission scheme.

If you look for the challenge we offer, we are as far from you as a letter or a telephone call but please do not waste our time if you do not mean business.

For full details, telephone Basingstoke (STD 0256) 26511

AK ADVERTISING

AUSTIN KNIGHT LIMITED LONDON 01-437 9261 BIRMINGHAM 021-454 7351 MANCHESTER 061-228 1486 GLASGOW 041-248 6171

Assistant Chief Quantity Surveyors

Our client, a professional firm of consulting engineers operating in the U.K. and overseas, has vacancies at the head office near London for two Chartered or Incorporated Quantity Surveyors in the Quantity Surveyors Department.

These new positions offer considerable challenge to applicants with a wide knowledge of building services work who are capable of negotiating with all levels of clients and possess good leadership and management qualities.

Senior Sales Engineer

We are one of the leading manufacturers in the field of automatic and mechanical control systems. We want an experienced Senior Sales Engineer with management potential for our Refrigeration Division.

Engineers with Potential

The Erie Electronics Group have vacancies for experienced engineers with their NORTHAMPTON potentiometer company. CHIEF ENGINEER Reporting to the local Managing Director, he will be responsible for product and equipment development and control of the engineering aspects of production.

TECHNICAL SALES ENGINEER Reporting to the Chief Engineer, he will liaise with customers' engineering staff regarding the development and supply of moulded track potentiometers and keep in close touch with the Erie marketing team.

Purchase Cost Engineer

This new appointment offers an unusually attractive career progression for someone aged 25-40 to be responsible to our Group Purchasing Manager. The job will include detailed costing of bought-out and made-in components in a consumer durable manufacturing company in the North of England.

Applicants should be qualified to at least HNC level (preferably Mechanical or Production Engineering), and have progressed by gaining experience in costing and value analysis.

Administrative Assistant

Candidates must have considerable administrative experience and will be responsible for the control of the administrative section at Headquarters level. Experience will be required of compiling and presenting capital and expenditure budgets; staff and establishment matters; engineering projects and tender procedures; and critical examination of statistics and expenditure.

The following opportunities arise in a rapidly growing subsidiary of a major public group. We produce a wide range of battery related equipment, using the most modern technology available and need additional first class people to maintain our leading position in this field.

YOUNG ELECTRONIC DESIGNER

Electronic design is the prime function of this position but the successful applicant will be involved with and able to gain experience in wider technical and commercial fields.

TECHNICAL AUTHOR

We require a self-starting Technical Author to take charge initially of the development of the Company's product documentation. This work will then lead into the production of Engineering and Application Manuals, with further opportunity to work very closely with the Marketing Division on Sales Literature.

SALES REPRESENTATIVE

Starting Salary c. £1,650 PLUS CAR WE ARE a lively and expanding company engaged in the manufacture of a wide variety of electrical components to a wide variety of outlets. Part of our business with a total turnover of over £24 million, this Company is a major growth area for the Group.

MARKETING MANAGER

required for £1.5 million turnover company in household semi-durable consumer goods. Energetic, imaginative, and creative marketing ideas, man who will be directly responsible to the Managing Director for the whole marketing effort.

TECHNICAL SALES REPRESENTATIVE

A young man with a degree in Mechanical Engineering, with a minimum of two years experience in the sales of technical products, preferably in the electrical or electronic field.

Works Engineer Gloucestershire

Rank Xerox, a world leader in communications products, requires a Works Engineer at its modern plant in Mitcheldean.

Reporting direct to the Works Manager and controlling a staff of over 150, he will be responsible for all Works Engineering services in the main plant (87 acres) and other smaller sites.

It is unlikely that the necessary experience and standing required to meet the demands of this position will have been gained by a man under 40 whose present salary is less than about £2,750 p.a.

Benefits include four weeks' annual holiday, a contributory pension scheme and sports and social facilities. Generous assistance with relocation expenses is available in appropriate cases.

Suitably qualified men are asked to write in the first instance with full details of age, experience, and present salary to: The Personnel Manager (MPC), Rank Xerox Limited, Mitcheldean, Gloucestershire, GL1 7DD.

RANK XEROX

Senior Chemical Engineers

The Oldbury Division of Albright & Wilson Ltd., the largest division of our Company, a major manufacturer of industrial chemicals, has 2 vacancies for Senior Chemical Engineers in its Technical Development Department at Oldbury, near Birmingham.

ALBRIGHT & WILSON LTD

General Manager

This appointment is at top level in a major division of a substantial group with a multi-million turnover. It will appeal to the man whose engineering and marketing achievement has equipped him for general management.

COMMERCIAL and financial skills and experience in industrial relations, at senior level, are required. The industry background is less important than the calibre of the man who is likely to be a graduate engineer.

JOHN TYZACK & PARTNERS LIMITED 10 HALLAM STREET - LONDON W1N 6DJ

ISOPON

Fuer unsere Zweigniederlassung in Deutschland suchen wir zwei VERTRETER

KAROSSERIE-WERKSTAETTEN Wir trainieren Sie hier in England und dann folgend nach Deutschland. Sie brauchen keine Fachkenntnisse besitzen, nur Intelligenz und Verkaufserfahrung.

Purchasing Administration Manager

The Company Purchasing Department based in Coventry, provides a centralised service to Chrysler United Kingdom Limited by co-ordinating all major purchases of materials and plant.

We are looking for a man whose knowledge of purchasing is backed up by supervisory experience and a genuine talent for administration and organisation. His prime function as Purchasing Administration Manager will be to direct the overall administration of the Department to ensure an efficient and positive purchasing programme at all times.

The ideal candidate will possess a degree in a legal or commercial discipline and, preferably, membership of the I.P.S. He will have spent a minimum of five years in the purchasing function of a large scale manufacturer, preferably within the motor industry.

Written applications should be addressed to G. Foster, Recruitment & Placement Manager, Chrysler United Kingdom Limited, Whitley, Coventry.



Young Management Accountant

Maws of Barnet, manufacturers and distributors of leading nursery products, and an expanding subsidiary company within the Norcross Group of companies, invite applications from newly qualified accountants preferably A.C.W.A.

The successful applicant will be responsible to the Chief Accountant and will be required to prepare the annual budget and assist in the corporate planning of the Company.

Write giving brief details of your career to date to: The Personnel Executive, Maws of Barnet, Aldersgate House, Cromer Road, New Barnet, Herts. Tel: 01-449 5555.

WIRE CONVEYOR BELTS

A Technical Representative is required by leading manufacturer of Wire Conveyor Belts or the Yorks/N.E. area. Preferred age 25-35, should be resident in the area. Full particulars please, marking envelope 'Private and Confidential' to:-

BRITISH WEDGE WIRE CO. LTD. ACADEMY STREET, VARRINGTON, LANCASHIRE.

Salesman

Reliance need a salesman for London & the South East Region to sell PABX telephone systems to senior management. Previous experience in this field, though preferable, isn't essential - if you're a good salesman you can sell PABX - and you'll be taught product knowledge on full salary.

You should be between 25 and 40, with proven selling ability and experience of selling to management. You'll have a good salary, a company car, and excellent prospects of promotion. If you're interested in a selling career with the most go-ahead company in the communications industry, write to:

R. Lindsay The Reliance Telephone Co. Ltd. Turnells Mill Lane Wellingborough Northants NN8 2RB

Reliance

PERSONNEL MANAGEMENT

We are establishing an Industrial Relations and Personnel Manager function based at Crawley, but covering our manufacturing facility in Northern Ireland as well as our branch operations in France, Germany, Belgium and Holland.

This new position offers a really worth-while career opportunity to applicants in their late 20s who already have some successful experience in a similar field and wish to pursue personal growth in a fast-growing, international company.

WE WANT an experienced professional sales-man to maintain and develop the N.E. London and E. London territories. He will be in the age-range 25-35, and experienced, preferably in the consumer goods trade. He will be fully conversant with modern selling techniques, and used to getting results.

WE OFFER an attractive starting salary of around £1,650, a Ford Cortina 1000, expenses, pension scheme and the right sort of working environment. IF YOU feel you measure up to this specification, then write to me, in confidence, with full details of your career to date.

The Sales Manager, INVERESK STATIONERY LTD., Bowershall Mills, McDonald Road, Edinburgh EH7 4NR.

Safety Officer

A Safety Officer is required, based at our Birmingham Brewery, to be responsible for providing a service in all aspects of safety to Allied Breweries units situated in the Midlands.

Duties of the post will include implementing safety training programmes, reviewing safety procedures, investigating safety hazards and promoting an interest in accident prevention at all levels. Experience of fire fighting is not necessary.

Applications, giving full details of age and experience should be sent to: Staff Manager, Allied Breweries (UK) Limited, 107 Station Street, Burton upon Trent, Staffs.

Architectural Representatives

British subsidiary of German Organisation requires ARCHITECTURAL REPRESENTATIVES for (1) Midlands and (2) North West whose function will be to promote sales of exclusive floor coverings to Architects and Contractors.

SUPER PROJECT ENGINEER BOTTLING

An opening has been created for a moderately Super Project Engineer to help with a fast developing niche in the Ale and Pop industry. He will probably have gained himself for this opportunity by working within an established project team on bottling lines for Brewing and Soft Drinking and will now recognise the difference between the silence of 100 b.p.m. and the louder silence of 36,000 b.p.m.

HEH Erben Limited Hadleigh Ipswich Suffolk Hadleigh (0473-38) 3011

SALES ENGINEER

We are currently expanding our sales organisation to give additional coverage in the South East Area. Applications are invited from men with proven sales ability and a sound engineering background. The successful applicant will be required to negotiate at the highest level.

84, Hampton Road, Twickenham, Middlesex. Tel: 01-894 6602.

# King size careers in selling.

To qualify for a really rewarding career you need training. The sort of intensive and thorough training we give our young Salesmen. They benefit from increased earnings and career opportunities. We benefit from increased sales of our famous tobacco products. Benson & Hedges is just one of our range. Now we need more Trainee Salesmen aged 21 to 25 preferably single who are prepared to travel and to work hard. And who have 'O' levels and bags of drive. You'll earn a good starting salary, run a company car, and enjoy many other attractive benefits. But the most important benefits are the superb prospects which few other careers can match. Most of our executives started by doing what you are doing now. Reading one of our ads. for Salesmen. So if you've a king size ambition, write now giving full details about yourself to John Duxberry, Sales Recruiter, Gallaher Limited, Times House, Station Approach, Ruislip, Middx. Ruislip 74106/7/8.

GALLAHER LIMITED

## MERVYN HUGHES ASSOCIATES LIMITED Management and Executive Recruitment Consultants

Trent House, 59 St. Mary Axe,  
London, E.C.3.  
Telephone: 01-283 0057

### A NEW DEPARTMENT—FRESH OPPORTUNITIES



**FINANCIAL ANALYSIS MANAGERS**  
up to £4,000 p.a.  
**ANALYSTS**  
up to £3,000 p.a.

These appointments, located North/outer London, arise from the reorganisation of accounting and management support activities within a major, diversified, international Group. Expansion of the financial analysis function and provision of a new brief and objectives has created opportunities for qualified accountants to join a newly assembled and enthusiastic team of professionals. The department is essentially a close monitoring unit for operating divisions and provides continuing review and critical analysis of business plans, forecasts, manufacturing costs, etc. Assignments involve liaison with Headquarters and Divisional Staff and some U.K. travel. Candidates for the Manager appointments should be aged 30 to 45, and Analysts up to 35 years. In either case, an appropriate degree of practical experience in modern forecasting, reporting and control methods gained in manufacturing or commercial organisations employing advanced techniques is essential. Applications in strict confidence under reference A.5397 to Eric Smith.



**MANAGEMENT ACCOUNTANT**  
up to £3,000 p.a.

### NON-ROUTINE—NEW APPOINTMENT

Due to expansion of accounting functions, a leading London daily newspaper wishes to recruit a qualified Accountant possessing initiative and drive, who can establish personal relationships at all levels. Candidates, under 35 years of age with previous commercial or industrial experience, must be able to show an appropriate degree of competence in budgetary control, standard costing and provision of management information. This attractive appointment calls for high intelligence, knowledge of systems design and implementation, with ability to report at Board level. Non-contributory pension scheme. Free life assurance. Applications in strict confidence under reference A.5396 to David Muggidge, M.B.E.



**SITE ACCOUNTANTS (salary variable with locality)**

### CONSTRUCTION INDUSTRY—WORLD WIDE OPPORTUNITIES

A major firm of contractors has world wide vacancies for Site Accountants. A qualification is not mandatory but sound accounting experience, personality and a willingness to live under difficult conditions are essential. Salary varies with locality—generous leave—free accommodation. These appointments are permanent and pensionable. Applications in strict confidence under reference A.5395 to Gerald Brown.



**UP TO £5,000 P.A. free accommodation**

### EUROPE—SOUTH AFRICA—AUSTRALIA—KENYA—ZAMBIA—CENTRAL AFRICA—SIERRA LEONE—SINGAPORE—ALGERIA—MIDDLE EAST

Qualified accountants interested to explore the opportunities presented by currently highly remunerative and attractive commercial and industrial vacancies in the above named countries, all of which offer free accommodation and liberal benefits in addition to salary, are invited to write or telephone to Gerald Brown.

## Social Statistician

up to £3525  
required in a section which produces forecasts of size, structure and social characteristics of the Greater London population. Research into patterns of economic and social changes and development of projection techniques, also organisation and use of published Census material is involved. A degree in mathematics, statistics, economics or related subject with statistical content is required; an interest in applying statistical techniques to practical problems is essential.

## Economist

up to £2880  
wanted for work on the development of operational models to assist formulation of strategic employment policy. A degree in economics or economics with post graduate experience in urban and regional planning is required.

## Research Officer

up to £2880  
needed for work on town centres, Central London, shopping markets, tourism and hotels. A degree in geography, economics or statistics with post graduate experience in research or planning is required.

Application forms, returnable by 20th July, from Joint Director, Planning & Transportation Dept. (A/EO/260/A), The County Hall, S.E.1. Please specify position being applied for.



GREATER LONDON COUNCIL  
Department of Planning & Transportation  
Strategy Branch

## GKN Windsor require REPRESENTATIVES for Plastics Injection Moulding Machinery

GKN Windsor is an important subsidiary of the Guest Keen & Naylor Group, a multi-million pound organisation with widely diversified interests in engineering. The Company, which manufactures internationally and markets on a world-wide scale plastics injection moulding machinery, has reorganised its sales force and now requires four Representatives. They will be responsible to the Sales Director for negotiating sales; and ensuring that installation is satisfactorily completed; for keeping in touch with existing markets and investigating new ones. Operating from a London base, they will service specific clients and industries, primarily in the U.K., but some extension into overseas markets may arise. Candidates should be at least 25 years of age, with preference for experience in selling expensive capital machinery to industry or suppliers to the plastics moulding industry. Company car. Contributory pension.

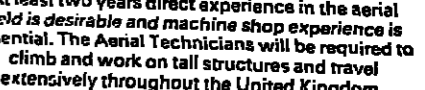
To apply, please telephone 01-734 6404 or send written application to M. J. Daly, A.K. Appointments Limited, 100 Waterloo Place, London W1A 1DS, quoting reference C/248D. Your identity will not be revealed without permission.



PROFESSIONAL AND MANAGEMENT SELECTION

## AERIAL TECHNICIANS £1548-£1890

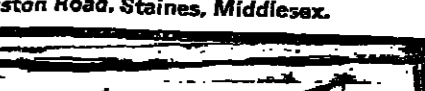
We are seeking two Aerial Technicians for our Station Operations and Maintenance Department, one to be based in Birmingham, and the other in Southampton. The successful candidates will be expected to provide general mechanical assistance to Aerial Engineers, supervise routine mechanical maintenance projects and assess the mechanical quality of aerial arrays maintained by the Authority. At least two years direct experience in the aerial field is desirable and machine shop experience is essential. The Aerial Technicians will be required to climb and work on tall structures and travel extensively throughout the United Kingdom. Salary according to qualifications and experience will be within the range quoted above. Generous travelling and subsistence allowances are payable. Those interested should write or telephone for an application form quoting reference DT/1664 and indicating which position they are interested in to:



The Personnel Officer  
INDEPENDENT TELEVISION AUTHORITY  
70 Brompton Road,  
London S.W.3.  
Tel: 01-584 7011 Ext. 482  
Completed application forms to be returned by 9th July 1971.

## Project Appraisal

A financial analyst is required to fill a vacancy in a young and enthusiastic team located at the Group Head Office at Staines. The work will be mainly concerned with evaluation of new projects including the use of D.C.F. and probability analysis and the preparation of reports to a high standard for top management. Candidates should be 23-28, have a degree or professional qualification, and be interested in making a career in project appraisal. Some experience of industry is essential. An attractive salary will be offered. For further details and application forms please write to: Miss D. M. Clarke, Group Personnel Officer (Staff), United Glass Limited, Kingston Road, Staines, Middlesex.



كوزا من الامن

## EXPORT SALES EXECUTIVE Industrial Chemicals

Due to promotion and transfer, a vacancy has arisen for an Export Sales Executive. The post is U.K. based at Harston, near Cambridge with frequent travel overseas. The pattern of travel varies, but will entail absence from the U.K. equivalent to 3/4 months each year. The man appointed would be required to promote our range of specialty industrial chemicals and full training will be given in product application. The ideal candidate will be in the age range 25-35 years; with export marketing/sales experience preferably in chemicals. He should be fluent in at least one European language—Spanish is preferred, but an alternative language would not exclude an otherwise suitable candidate. A good salary will be paid reflecting experience and proven ability. Terms and conditions of employment are considered attractive. Contributory Pension Scheme. Assistance with removal costs where necessary. Applications should be addressed to the Personnel Manager (5), Fisons Limited - Agrochemical Division, Harston, Cambridge, CB2 6HU.



## ASAP

## DATA PROCESSING Sales

Central London and Home Counties  
Professional salesmen, age 24 - 35, are offered an exceptional opportunity. Experience in business and accounting systems, perhaps gained in hardware or accounting machine selling would be an advantage. The application packages market is expanding. Our client, a major sales oriented Bureau organisation, has an established and steadily growing performance record due to progressive management plus excellent software and field support. Management opportunities give scope for personal career development. You can expect high remuneration from a good basic salary and generous commission earnings plus a car. So if your present company has little to offer your talents, then you owe it to yourself to consider joining a market leader. Ref. DT 1897

Write or telephone in strict confidence to ASAP, 11 Waterloo Place, London S.W.1, (01-539 6155).  
ASAP - LONDON - BIRMINGHAM - MANCHESTER

## TRAINING CONSULTANT

A leading firm of Consultants specialising in Marketing, Management Development and Sales Training, require an additional  
**TRAINING CONSULTANT**  
Applications are invited from those who have experience in industrial selling and management, and are between 30-40 years. Preference will be given to those who have either Business School or marketing qualifications, and have training experience. The job Assessing training requirements in client companies • Designing training programmes • Lecturing and leading discussion groups to achieve training objectives. Rewards by way of salary plus profit sharing with first year's earnings in the region of £3,000 • Non-contributory membership of B.U.P.A. Apply in first instance with brief details in writing to:  
The Director of Training,  
Marketing & Manpower International Ltd.,  
70 Baker Street,  
Weybridge, Surrey.

## AB. ELECTRONIC COMPONENTS LTD. SALES ENGINEERS

We are seeking to increase our staff of Sales Engineers in the North, Midlands and South of England. Suitable applicants should have a degree, experience with the computer, telecommunications and instrumentation industries or have a detailed knowledge of some of the following: Film Technology, Photocopiers, Connectors, Switches. Applicants should be educated to H.N.C. standard and aged between 23 and 35. Successful applicants will have the opportunity to obtain detailed product knowledge with an excellent salary. The position will be of interest to engineers presently earning up to £1,500 per annum. Attractive fringe benefits and a car will be provided. Write or telephone for an application form to: GROUP PERSONNEL MANAGER, ABERCROMBY, BIRMINGHAM 31.

## Managing Director

### NEW VENTURE

- FROM green fields to a £4M turnover within four years and continuing substantial growth market at home and overseas. This is the aim of a large British group launching a product range new to this country. The revolutionary process produces industrial/commercial floor covering which has exceptional properties of durability and design. Later markets lie in simulated furs and skins for clothing, footwear, and upholstery.
- RESPONSIBLY will be to the group main board. The new company will be set up and established on a Midlands site with easy access to the industrial markets in the U.K.
- AN ENTREPRENEUR will recognize unusual scope. He must be a commercially orientated businessman with a successful record of achievement and a marketing background in consumer durables—ideally also with outlets in industrial and commercial markets.
- AGE preferably around 40. Remuneration negotiable to attract a man already earning over £7,000, who is determined to reach five figures in a short time span. Location convenient to London and the Midlands.

Write in complete confidence to P. K. Brewin as adviser to the group. 11  
**JOHN TYZACK & PARTNERS LIMITED**  
10 HALLAM STREET - LONDON W1N 6DJ



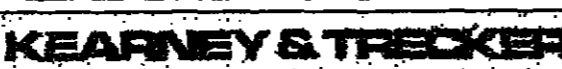
THE STOCK EXCHANGE, LONDON

## Controls and Instrumentation Engineer

The new Stock Exchange Building is fully air-conditioned, containing modern control equipment associated with building automation which includes the three Control modes—Pneumatic, Electronic and Electrical—which are run from an operations Centre. The successful applicant will be required to co-ordinate all the functions of this Centre. Candidates must be fully conversant with all aspects of air-conditioning theory, relevant control functions, field operations and be capable of taking immediate corrective action in the event of potential system malfunctioning. In addition, the modern instrumentation which has been installed to ensure efficient and economic operation requires regular attention and continuous re-appraisal of accuracy. Full coverage of the Centre during the period 08.00-18.00 hours Monday to Friday is necessary and the successful applicant will work a 40-hour week alternating between 08.00-16.00 hours and 10.00-18.00 hours. An excellent starting salary will be paid and there is a non-contributory pension scheme. 3 weeks paid holiday is granted each year and LV's are provided. Applicants should write giving details of age and experience to: Personnel Officer, Council of the Stock Exchange, London, EC2N 1HP.

## Purchasing Manager Engineering - South Coast

The Company, based in Brighton, is a manufacturer of sophisticated machine tools and following a review of the organisation a vacancy now exists for a professional Purchasing Manager. He will be responsible to the Director of Manufacturing for the efficient purchase of materials, equipment and proprietary items amounting to some £3M each year. Applicants, aged 35-45, must have at least seven years' experience as a Purchasing Officer/Chief Buyer in the mechanical engineering field. A degree or HND is desirable but it is more important that candidates should be able to demonstrate real professional ability. Early training may have been obtained as an engineer or through commercial departments. Please send applications giving full personal and career details (including present salary) to D.J. Close, Director of Personnel and Administration, Kearney and Trecker Limited, Portland Road, Hove, Sussex, BN3 2SW. (Previous applicants need not re-apply).



## Chief Accountant Designate North Hampshire

The U.K. subsidiary of an International Corporation, a market leader in specialist X-ray equipment for industrial and medical use, wants a man to be responsible to the Finance Manager for the further development of the accounting function. He will prepare management and monthly financial accounts and conduct studies for the introduction of mechanical stock and cost accounting. Ideally, he will be a A.C.A. or A.C.C.A. qualified or finalist, aged 25/28 with 2/5 years' experience in Management Accounting. REWARD: Salary, starting to £2,500 with a good contributory pension scheme and relocation assistance. Apply in confidence, Ref: 95/215

**Hales & Hindmarsh Associates Ltd.,**  
Century House, 30/31 Jewry Street, Winchester, Hants.  
Telephone: Winchester 66636, reversing charges.

## ASSISTANT ENGINEER

### HEADQUARTERS CONTAINERWAY AND ROADFERRY LTD.

The person appointed to this position will deputise for the Company Engineer as necessary, be responsible to him for the day-to-day engineering activities at Headquarters, and will be called upon to work in the field as circumstances dictate. Candidates should have an appropriate professional qualification or be in the process of obtaining one, and substantial experience in transport and/or the manufacture of transport equipment is required. Salary range: £2,255 - £2,695 per annum. Please apply to:  
Mr. J. J. Preston,  
Manager—Administration,  
Containerway & Roadferry Ltd.,  
Tower Bridge House,  
198-204, Tower Bridge Rd., London, S.E.1.  
Tel.: 01-407 4533.

## East African Breweries Limited

## Group Chemist - East Africa

A group of breweries in East Africa are seeking to recruit a Chief Chemist who will be concerned with operating a quality control advisory service. Applicants will be in the age range 25/40 years, but need not have experience of service overseas. They must be prepared to undertake a minimum period of duty of 2 years. Applications giving full details of age, experience, qualifications and present salary should be sent to the Staff Manager: Allied Breweries (UK) Limited, 107 Station Street, Burton upon Trent, Staffs.

## CORRUGATED CASE REPRESENTATIVES

Our clients are manufacturers of corrugated board and containers and require further salesmen for areas in Scotland, the Home Counties and the Midlands. The Company operates a policy of lateral promotion. Preference will be given to applicants who have worked for one of our clients in a similar position. The successful candidate will be required to sell to large volume accounts in a very competitive industry. Existing plans provide the potential for advancement in a Company operating a policy of lateral promotion. Preference will be given to applicants who have worked for one of our clients in a similar position. The successful candidate will be required to sell to large volume accounts in a very competitive industry. Applications in writing should be addressed to: Smalley-McAlpine Ltd., 40A, Dover St., London, W1X 4DL. For the attention of Mr. A. J. Blackmore. Please attach a recent photograph to your application.

## PRODUCTION ENGINEERS

If you have had a sound training in basic engineering and are capable of applying this knowledge to plan the manufacture of small and medium sized components and assemblies in batch production we should like to hear from you. We can offer good conditions, rewards and prospects within a rapidly expanding company backed by a large and forward looking group. If you have the abilities and ambition to succeed write or telephone in strict confidence to:  
The Managing Director, HIRSHALL LIMITED, Station Lane, Featherstone, PONTFRAC, Tel: Pontefract 11467. A subsidiary of Inverval Metal Industries Limited

## PALL AREA SALES ENGINEERS

for Northern/Midland territories  
Pall Europe Ltd's expansion in the Food and Pharmaceutical industries necessitates the appointment of 10 additional sales engineers to sell its fine filtration products in the Northern and Midland territories. Residence in the Worcester and Preston areas is desirable. Our filtration products offer unique technical and economic advantages and are backed by an extensive pre and after sales service. Applicants should have a real desire to build a career with an International Company with a modern factory at Portsmouth, where profitable growth continues to offer exceptional prospects for advancement to sales managers with real ability. Education to H.N.C. standard in Chemical or Mechanical Engineering or Chemistry is desirable. An additional advantage would be knowledge of the Pharmaceutical, Brewery or allied industries. An attractive initial salary will be paid and a Company car will be provided. A contributory Pension Scheme is in operation. Please write for an application form to:  
Personnel Officer,  
PALL EUROPE LTD.,  
Walton Road, Farington, Portsmouth PO6 1TD.

## TECHNICAL REPRESENTATIVE REQUIRED

We have an immediate vacancy for a Technical Representative to take over an established territory in South of London Counties. Applicants should be between the ages of 28-40 and will require to undergo an extensive period of training. Previous experience in the Engineering or other Technical Industries would be an advantage. A car is provided, together with the usual expense allowance. Applications in confidence outlining career to date should be addressed to:  
The General Sales Manager,  
The Sheffield Smelting Company Limited,  
Rovats Mills, Windsor Street, SHEFFIELD, S5 7WD.



## Metal Box

### Senior Accountants for Internal Audit and Investigations

Metal Box are setting up a new internal audit division and require senior qualified accountants for regions based on Liverpool or Manchester, Worcester or Leicester, and London. They will lead small teams engaged in audit, investigations and special projects within the Company's fifty factories. Professional accounting or internal audit experience is necessary. These positions offer an excellent opportunity for gaining experience in industrial accounting and integrated standard costing. Prospects for promotion are excellent. Good salary, pension and Company car.

Applicants are invited to attend informal interviews for these vacancies with Mr. F. R. Hornsey, Head of the Division; interviews will be held without appointments on the following dates:

9.30 a.m.-2.00 p.m. on Monday, 5th July, at the Midland Hotel, Manchester.

4.30 p.m.-8.30 p.m. on Monday, 5th July, at the Adelphi Hotel, Liverpool.

3.30 p.m.-7.00 p.m. on Tuesday, 6th July, at the Metal Box Factory at Perry Wood, Worcester.

12 noon-6.30 p.m. on Wednesday, 7th July, at the Head Office in London, 37 Baker Street, W.1.

If these dates are inconvenient, applications should be made in writing, quoting Ref. FS/3, to Mr. J. W. Thomson, Head of Staff Recruitment, Division, The Metal Box Company Limited, 37 Baker Street, London W1A 1AN.

## chief mechanisation engineer

We are looking for a Chief Mechanisation Engineer to head up a small New Project team. He will be concerned with the development of highly mechanised techniques for high volume production of electronic components and devices, which verge on but are not quite at the automation level. He will have a team of highly skilled technicians and qualified engineers under his direct command and his specific duties will include:

- Critical evaluation of manufacturing techniques to seek opportunities for the mechanisation of processes and the reduction of labour content and cost.
- Design, development and commissioning of the necessary equipment.
- Advice on replacement or duplication of existing equipment.
- Co-operation with Production and Design Engineering groups.
- Keeping up-to-date with new developments in mechanisation techniques.
- Being a fount of technical know-how and inventive mechanical engineering ideas in a high-powered managerial group of electrical engineers and physicists.

The successful candidate is likely to be a mature graduate mechanical engineer with considerable practical experience in machine design for small component manufacture. He should have an inventive and original turn of mind, and the personal and social address to be able to work effectively with departments which are not under his specific control. Initial salary negotiable from £2,700. Assistance with housing, relocation expenses etc.

Applications, which will be treated in the strictest confidence, can only be properly judged if details of mechanisation projects carried out over last five years are included. They should be sent to: R. Foster, Personnel Manager, I.T.T. Components Group Europe, Standard Telephones and Cables Limited, Elmham Road, Farnham, Dorset.

**STC COMPONENTS I.T.T.**

I.T.T. embraces 200 associated companies with a total of nearly 300,000 employees. It conducts primary research, manufacturing, communications, sales and service activities in 67 countries, and maintains market outlets in 59 others.



## Today's 'A' level leaver - Tomorrow's management executive...

This year there are fewer worthwhile jobs in London. Don't waste your hard-earned 'A' levels—act now and take a look at the opportunities that the Prudential is offering you today...

You want prospects. A company of our size is comprised of many different departments... Data Processing, Architectural, Surveying, Legal, Actuarial, Insurance Underwriting, Accountancy, Personnel and many others. You are given every encouragement to study and generous time off to attend day-release courses which will enable you to obtain quickly the professional qualifications for the career of your choice.

You want a good salary. The Prudential gives you some of the highest rewards... With hard work and the right qualifications, you could be topping £1,250 at 20—but this is only the beginning.

You want opportunities. The Prudential quickly rewards ability with responsibility... All management positions are filled by bright young men who have shown the determination to succeed.

Now is the time to make that 'A' level study work for you... We have a limited number of career openings just waiting for 'A' level leavers—so find out about a career with a future by cutting out this coupon or ringing John Barnes on 01-405 9222, Ext. 665.

**Prudential**

Your cut-out for a great career

I would like to come along and discuss a career in London with the Prudential.

Name \_\_\_\_\_

Address \_\_\_\_\_

Tel. No. \_\_\_\_\_ Age \_\_\_\_\_

John Barnes, Staff Department, Prudential Assurance Co. Ltd., 142 Holborn Bars, London EC1N 2NH. Telephone: 01-405 9222, Ext. 665 (Next to Chancery Lane Tube Station)

## Statistician for Corporate Planning

**C. & J. Clark Ltd.** is an expanding international company engaged in all aspects of the shoe trade. The Company intends to appoint a qualified statistician, who will be a senior member of its forward planning team, responsible to the Company Planning Manager.

**The Job** Will entail solving general management problems through the use of advanced statistical techniques.

**The Man** We are looking for someone who regards his work in terms of its practical outcome, and has the will to persuade policy-making managers that he is right. He will be lucid, both orally and in writing. Age 25-30. Qualification B.Sc. and preferably M.Sc. in Statistics, Operations Research or Econometrics. Experience—at least three years practical work in industry or a research organisation.

**The Rewards** Salary will depend on background and experience, but will be around £3,500 per annum. The environment is unusually attractive, Street being situated in central Somerset, and yet only a few hours from London.

**Applications** Marked "Private and Confidential", giving full career details, including salary, should be made in writing to Staff Manager, C. & J. Clark Ltd., Street, Somerset.

**C. & J. Clark Ltd.**

### ACCOUNTS ASSISTANT

An assistant is required in the Revenue section of a leading paper-based publisher. Must be good at figures and relevant experience would be an advantage. This is an interesting and well-paid job for the right person. Please write giving full details of age, experience, present salary to: Thomas Maltby, Personnel Manager, 23, Tomhill Street, LONDON S.W.1.

**Pan Books**

## TOTAL

### TECHNICAL SALESMAN LUBRICATING OILS

**MANCHESTER/LIVERPOOL**

Our expansion has been particularly impressive in the lubricants market and we now wish to appoint a man with a sound background in both the technical and commercial aspects of this field to set up a selling organisation with technical sales support.

Applicants, who should preferably be under 35, must be able to show proven success in selling lubricants, particularly to industrial consumers, and have the drive and potential to reach senior management level.

The Company will offer a competitive salary and excellent fringe benefits and a Company car.

Please write or telephone for an application form to: R. L. C. Reidy, Personnel Manager, Total Oil Great Britain Ltd., 33 Cavendish Square, London, W1M 9HF. Telephone: 01-499 6393.

**TOTAL OIL GREAT BRITAIN LTD**  
One of the fastest growing oil companies in the U.K. and a subsidiary of the ninth largest oil group in the world - Compagnie Française des Pétroles.

## FRAM EGG PRODUCERS LTD.

A member of the Bibby Group of Companies

### SALES MANAGER/EGG MARKETING

An experienced Sales Manager is required to direct and control the sales and distribution of eggs throughout the London area and East Anglia.

He will take over a successful sales operation based on a North East London Depot with a turnover in excess of £3m. per year.

The man appointed will be responsible to the Marketing Director for the expansion of profitable sales through a wide range of outlets. The ideal candidate will already have experience of trading fast moving food items into multiple and retail outlets.

Salary will be negotiated and a company car provided. Conditions of employment include a non-contributory Pension Scheme and assistance with relocation expenses in appropriate cases.

Applications to: N. F. Cliff, Group Personnel Officer, BIBBY & SONS LTD., Richmond House, 1, Runford Place, Liverpool, L3 9QQ.

## WANTED: a team of Sales Action Men

We're world leaders in our field marketing a consumer product that hardly existed 3 years ago and which has found fantastic acceptance in the retail trade. We're volatile, expanding rapidly, and we need more salesmen over the U.K. Fast. If you're experienced in marketing consumer products to retailers, ambitious and enthusiastic too, we would like to hear from you.

Successful applicants, who should be car owners, will receive a basic £1,300 p.a. plus commission and bonuses, expenses and car allowance. The potential for our product is virtually unlimited; you won't see many ground floor opportunities with such tremendous growth prospects. If you are sure you can cope with now, with full details of your career to date, to W.A.17866, Daily Telegraph, E.C.4.

## B&B HOTEL AND CATERING EXECUTIVE SERVICES

### MANAGER for a SOCIAL CLUB CENTRE —N.W. ENGLAND

A well known multi-million pound industrial company is now building a superb Social Club complex on the Cheshire/Lancashire borders. It will provide excellent sports and entertainment facilities for 10,000 members.

The Manager, aged between 30-45, will have overall administrative control, including responsibility for the supervision and co-ordination of sporting activities, dinners, dances, for entertainment and for the maintenance of satisfactory club standards. In addition, a practical knowledge of accounting procedures and stocktaking would be necessary in preparing and monitoring the Club's budgets.

The successful applicant will have had 5 years' experience in a similar position and should have a comprehensive knowledge of the licensed trade and legal requirements of a social club. It is necessary to have a good appearance, a tactful manner and a warm personality. The commencing salary will be very attractive and reflect the importance of this senior appointment.

Contributory pension scheme. Other fringe benefits.

Please apply in confidence, giving brief details (Ref. 24R/12/71) to: Manager, Hotel and Catering Executive Services, Brook Street Bureau Ltd., 32, The Strand, London, W.C.2. 01-930 7399.

## PROCESS ENGINEER £4000+

## CHEMIST (Quality Control) £3500+

### OVERSEAS REFINERY PROJECT

Our client is a major international Oil Company which requires a Process Engineer on site with a B.P.D.J. being operated in Liberia, West Africa. A wide range of products are produced from bitumens to aviation spirit. Brief details are as follows:

**Process Engineer**  
A young graduate Chemical Engineer with some 4/5 years' direct experience covering all or most units in a refinery, to be the overall Engineer on site with a broad responsibility for plant efficiency. He will give technical assistance to operations staff advising remedial action to solve problems, carry out equipment surveys and be responsible for design calculations, etc. Ref. 273.

**Quality Control Chemist**  
A young graduate Chemist experienced in refinery Quality Control practice to run a small Q.C. lab. of some 15 people, conducting continuous product quality tests across the plant. He will arrange special tests, product investigations, etc. as required and will liaise with other departments and engineering functions to maintain plant efficiency and product quality. He must be familiar with ASTM and IP testing procedures for octane determination.

3-year contract terms are offered with a basic salary negotiable around the figures indicated with free furnished accommodation, generous home leave, allowances with passages paid and an annual bonus. The appointed men will be required to be on site around the end of the year. Ref. 274.

Interested applicants should apply by telephone (24-hr. answering service on 4195) or letter to our own Career Record Form, quoting the appropriate reference number. Full details will be given at interview.

**IST INTERNATIONAL SYSTEMS RESEARCH (RECRUITMENT) LTD.**  
Personnel selection and recruitment consultants  
7 Welbeck St., London, W.1. 01-935 4195/5852

## General Manager BUILDING

for the Building Division of a front rank British construction company.

- RESPONSIBILITY is for the control and profitable development of the division. Turnover is around £10M in general building work. Success will lead to an early Board appointment.
- A BASIC training in the construction industry followed by a significant record of managerial achievement in building, attributable to enterprise, marketing expertise and a dedication to profit are the essential requirements. A professional qualification in quantity surveying would be an asset.
- SALARY is negotiable but the successful candidate is unlikely to be now earning less than £4,500. Age late thirties—early forties. Car provided. Location—an attractive area in Southern England.

Write in complete confidence to Sir Peter Youens as adviser to the firm.

**JOHN TYZACK & PARTNERS LIMITED**  
10 HALLAM STREET • LONDON W1N 6DJ

## SALES ENGINEER Industrial Hydraulics

Double A Division, Brown & Sharp Ltd., a major international manufacturer, continuing to rapidly expand into the British Market, require an experienced Sales Engineer to cover the North West of England.

The ideal applicant should have a sound engineering background, a working knowledge of hydraulics and be capable of fully supporting his own activities, allowing product training.

Good salary plus expenses and pension scheme apply if a car is provided.

Replies to: Regional Sales Manager, 32, Roxholme Grove, Leeds 7.

## SELL SECURITY FOR SECURITAS

Securitas Alarm Limited, growth leader in the burglar alarm and alarm systems field, is a member of Group 4 Total Security. High quality products backed by a first class maintenance service and over 60 years experience in security makes the job of Security Consultant a prestige position in an ever growing market.

We now require 2 additional consultants to market the Company's alarms, one to cover the eastern Home Counties based in London and one to cover the East Midlands, based in Birmingham.

The man appointed will have proven success in selling security, but not necessarily, since extensive training is given. They will join a small, professional team of salesmen selling on a national basis.

The basic salary will be £1,800 per annum and earnings, with commission, will be approximately £2,750. A Company car is provided with free private motoring. The usual large company benefit schemes apply.

Applications, including a brief curriculum vitae and details of present earnings should be made, stating clearly the preferred area, to:

The Group Personnel Manager, Group 4 Total Security Ltd., Farmcombe House, Broadway, Worcombe, Wiltshire, quoting SC/SA/D/T

**group 4**

## DUNLOP SEMTEX LIMITED

### RETAIL SALES REPRESENTATIVES

1. NOTTINGHAM, LEICESTER, NORTHAMPTONSHIRE AREA  
2. MANCHESTER AREA

The Retail Division of Dunlop Semtex Limited has two vacancies to cover the above areas. Applicants must have a successful record of selling, and ideally experience in the flooring and allied trades also. Established contacts in the area applied for would be a distinct advantage.

The successful candidates will be selling rubber underlays and vinyl sheet flooring and tiles to the retail and wholesale trade.

An excellent basic salary and commission are paid, and a car provided. Usual large company benefits apply.

Applicants should send full details of age, education and experience to:

Personnel Officer, DUNLOP SEMTEX LIMITED, 19/20, Berners Street, London, W1P 4BD.

## MANAGER £3,000

### Removals & Warehousing

This senior management opportunity is due to the impending retirement of the executive in charge at Edinburgh. The Company is one of the largest privately owned removals and warehousing organisations in the U.K., providing a complete range of services. Candidates should have a wide practical knowledge of Removals and Warehousing and proven management experience in this trade. The ability to estimate, to handle staff, and to operate a vehicle fleet are all important requirements. This position calls for an enthusiastic and intelligent personality and will provide the successful candidate with a unique opportunity to consolidate his career.

The remuneration, the Company car, and the numerous side benefits reflect the importance which the Company attaches to this key appointment.

Applications are invited from candidates 30 to 50 no matter where they now reside, since generous assistance with re-location will be provided.

Please write in strict confidence to John Campbell, quoting reference JC.0788.

**TACK TACK MANAGEMENT CONSULTANTS, RECRUITMENT AND TRAINING, SCIENCE BUILDING, 176-180 VALDEMAR ROAD, LONDON, S.W.1.**

## BAXTER

### PACKAGING OFFICER

A vacancy has arisen for a graduate in chemistry or associated subjects, with good experience of packaging, preferably within the pharmaceutical industry.

The Company is a U.K. subsidiary of an International Company manufacturing and marketing medical products.

Responsibilities will include the control of all types of packaging, liaison with suppliers on all aspects of packaging, the investigation of new sources and new methods, and the preparation of label copy, approval of art work, and ensuring that finished labels satisfy all the necessary requirements.

The age range will be between 25 and 30 and membership of the Institute of Packaging would be an added advantage.

Salary will be negotiable between £1,300-£1,700 depending on age, experience and qualifications.

Brief particulars in writing to: The Personnel Manager, Baxter Laboratories Ltd., Caxton Way, Thetford, Norfolk.

## High class SALES EXECUTIVES (Fettdruck)

Recently required for London and Southern England, used to earn £3,000 to £4,000 p.a. (Commission only). To join an old established German company with strong English connections, in an interesting and challenging market. We are leaders in our field in Europe. If you are between 25-38 Mr. Ford would like to see you at the Grand Hotel, Thurloe Place, S.W.7, between on 1st or 2nd July.

## MARTIN MAHONY & BROS., LTD.

### KNITTING WOOL REPRESENTATIVE

The Manufacturers of Blarney Boinis, traditional Irish Wool, Borella, etc., require 2 Representatives preferably with experience of selling Hand Knitting Wools to Department Stores, Retailers and Central Buyers. The two areas are:

- (1) Glamorgan/Monmouth/Hereford/Worcestershire/Worcestershireshire.
- (2) Warwickshire/Leicestershire/Derbyshire/Staffordshire and Shropshire.

The positions call for energetic self-starters. Salary will be negotiable but will reflect the seniority of the positions. A car will be supplied and all actual expenses paid. The Company also operate a Non-Contributory Pension and Life Assurance Scheme.

Applications, giving details of age, work experience and present salary, should be forwarded to the PERSONNEL MANAGER, MARTIN MAHONY & BROS., LTD., BLARNEY, CO. CORK, IRELAND.

## BRANCH MANAGERS LONDON & WOLVERHAMPTON

Due to expansion we have vacancies for Branch Managers for North London and Wolverhampton. Applicants must be men who hold similar positions with other finance companies, but are looking for a position where initiative and hard work are amply rewarded. This is an opportunity of joining one of Britain's leading finance houses, which is part of the Great Universal Stores Group. All applications will be treated in the strictest confidence and should be addressed to: W. T. Hender, Managing Director, General Guarantee Corporation Ltd., Ambassador House, Bridge Road, Thornton Heath, Surrey, marked "PRIVATE AND CONFIDENTIAL".

## BUYER

required for corsetry/underwear/swimwear

for large progressive Mail Order Company. Age 25/40 years.

A minimum of 2 years' buying experience with Mail Order Company or large retail store group is essential.

We offer an excellent salary, plus the usual fringe benefits. Opportunities for progress in a fast moving, modern thinking company.

Applications, in confidence, should be addressed to: Merchandise Director, JOHN MYERS & CO. LTD., Southwark Street, Eddisish, Stockport, Cheshire. Tel: 061-432 6372.

## ENGINEERS AND DESIGNERS

### ELECTRIC POWER PLANTS FOSSIL OR NUCLEAR

U.S. consulting engineering firm with Spanish office seeks mature Mechanical, Electrical and Structural engineers and designers with at least 7 years' experience specifically in large central power plant design (fossil or nuclear fuel).

Assignment to Spanish office after U.S. training in company practices; up to one year temporary status in U.S. required, then family relocation, US to Spain or Eire.

B.Sc. HND or HNC with Chartered Engineer Status required for engineering positions.

Send full particulars to our UK representative: W. J. Price, C.Eng., B.Sc., FIMechE, FIEE, Old Lane House, 214 Wigan Lane, Wigan, Lancs.







WORLD CUP - Third Round

LLOYD'S 109 PROVES 12 TOO ANY FOR ESSEX

By E. W. SWANTON at Chelmsford
GAME of the tensest excitement containing all the best ingredients of knock-out cricket ended in a third round Gillette Cup victory for Lancashire by 12 runs off the second of the final over at 20 minutes to eight.

When Boyce and Lever had bowled nine overs apiece out of the 40 permitted 12, Taylor injured to Turpin brick medium, and East, slow left arm.

Sound principle
When Boyce and Lever had bowled nine overs apiece out of the 40 permitted 12, Taylor injured to Turpin brick medium, and East, slow left arm.

Brave batting
sever, at 112 for six with seven left and 81 runs in hand. But at this point, Essex was worse than dull, first and then the Hobbs swung round to hit a last overing knock-out task was just too much.

Bat well in tune
in the start Lloyd's bat made sound of a man. He only had to deep mid-off and mid-on to cut the ball off, and bringing their batting back home so. But until Simmons in at No. 8 it was purely simply Lloyd v Essex.



Clive Lloyd drives a ball from Boyce during his splendid innings for Lancashire. John Lever is the short leg.

Woolmer shatters Leicester hopes

By D. J. RUTNAGUR at Leicester
KENT, the winners in 1967, made their way into the semi-finals of the Gillette Cup with a thumping 78-run victory at Grace Road, over Leicestershire, who have never progressed.

Woolmer's capture of four vital wickets for 37 runs, crippled Leicestershire's innings suddenly and decisively, making him the obvious claimant for the man of the match award, adjudicated by Cyril Washbrook.

Kent's innings, like Leicestershire's, had started with high promise. Denness and Luckhurst got away with a partnership of 121 runs in 29 overs, while Duddleston and Norman, for Leicestershire, put on 88 in 26.

Then, with Denness driving and pulling, Davison for four boundaries in consecutive overs, the floodgates were at last opened. In the last nine overs before the opening partnership was dissolved, Denness and Luckhurst put on 54 and Luckhurst's parting shot was two pulled sixes off Birkenhead.

Pressure. But the plan misfired as both Kent and Leicestershire just seven runs in as many overs after lunch.

Denness ended the stalemate with a straight six off Hingworth, but a sweep at the next ball proved fatal. Knott, caught from a pull, and Cowdry, missing a drive, were disposed of during the next 30 runs.

Clive Lloyd's 109 proved too many for Essex. He only had to deep mid-off and mid-on to cut the ball off, and bringing their batting back home so. But until Simmons in at No. 8 it was purely simply Lloyd v Essex.

Another followed over the night screen, before Turner brought a second innings to a fitting end with the hit of a first return catches.

Lloyd had made 100 out of 171 while he was at the wicket. He was not out until the 10th over, but only just. And Clive Lloyd, who only declared man of the match, was declared man of the match.

Fletcher started well enough but Engineer made his third and last over a failure.

Another followed over the night screen, before Turner brought a second innings to a fitting end with the hit of a first return catches.

Lloyd had made 100 out of 171 while he was at the wicket. He was not out until the 10th over, but only just. And Clive Lloyd, who only declared man of the match, was declared man of the match.

Fletcher started well enough but Engineer made his third and last over a failure.

Batsman Knight bowls Gloucester to tense victory

By A. S. R. WINLAW at Bristol
GLOUCESTERSHIRE beat Surrey by 15 runs with three overs and four balls to spare in a tense and strangely fluctuating game at Bristol yesterday. The scorecard

It was surprising to many when Brown introduced Knight, who has a reputation principally as a batsman rather than an all-rounder into the attack instead of bringing back the economical Davey and Proctor.

But Knight, who was released by Surrey last winter, immediately hit Stewart, caught behind the stumps, for what seemed a match-winning innings of 82. Even so, Surrey only needed 48 more to win.

Green (47) and Nichols (77) were on top of all Surrey bowlers except Pocock.

He bowled with great accuracy and control, taking 12 overs for 33 runs—nine of those overs delivered to the probable bats of Green and Nichols.

Green (47) and Nichols (77) were on top of all Surrey bowlers except Pocock.

He bowled with great accuracy and control, taking 12 overs for 33 runs—nine of those overs delivered to the probable bats of Green and Nichols.

Green (47) and Nichols (77) were on top of all Surrey bowlers except Pocock.

He bowled with great accuracy and control, taking 12 overs for 33 runs—nine of those overs delivered to the probable bats of Green and Nichols.

Green (47) and Nichols (77) were on top of all Surrey bowlers except Pocock.

He bowled with great accuracy and control, taking 12 overs for 33 runs—nine of those overs delivered to the probable bats of Green and Nichols.

Green (47) and Nichols (77) were on top of all Surrey bowlers except Pocock.

He bowled with great accuracy and control, taking 12 overs for 33 runs—nine of those overs delivered to the probable bats of Green and Nichols.

Green (47) and Nichols (77) were on top of all Surrey bowlers except Pocock.

He bowled with great accuracy and control, taking 12 overs for 33 runs—nine of those overs delivered to the probable bats of Green and Nichols.

Green (47) and Nichols (77) were on top of all Surrey bowlers except Pocock.

The scorecard

Table with columns for Lancashire, Kent, and Gloucestershire, listing players and their statistics.

The scorecard

Table with columns for Kent, Gloucestershire, and Surrey, listing players and their statistics.

The scorecard

Table with columns for Gloucestershire, Surrey, and Oxford University, listing players and their statistics.

The scorecard

Table with columns for Gloucestershire, Surrey, and Scotland, listing players and their statistics.

The scorecard

Table with columns for Gloucestershire, Surrey, and Nottingham, listing players and their statistics.

The scorecard

Table with columns for Gloucestershire, Surrey, and Nottingham, listing players and their statistics.

The scorecard

Table with columns for Gloucestershire, Surrey, and Nottingham, listing players and their statistics.

The scorecard

Table with columns for Gloucestershire, Surrey, and Nottingham, listing players and their statistics.

TELEVISION

- 10.5-Match of the Day: 10.45, Disco 2. No. 10.45, Disco 2. No. 10.45, Disco 2.

I.T.A. - LONDON

- 1.30 p.m. To Catch a Rhino. 2-11 in the Nick (1960 U film); Anthony Newley.

I.T.A. - REGIONS

- 3.35 p.m. Horoscope 3.40. Women Today 4.10. Boston Place 4.40. Magic 4.55. Shiny 5.15. Magic 5.50. News. 6-12.20. Crossroads. 7-11. The Running Man (1963 film); Laurence Harvey.

RADIO

- 1.15. Club: Dave Carr (12.50 & 1.30). News. 2. Tony Brandon News (2.50 & 3.20). News. 3. News. 4. News. 5. News. 6. News. 7. News. 8. News. 9. News. 10. News. 11. News. 12. News.

TELEVISION

- 10.5-Match of the Day: 10.45, Disco 2. No. 10.45, Disco 2. No. 10.45, Disco 2.

I.T.A. - LONDON

- 1.30 p.m. To Catch a Rhino. 2-11 in the Nick (1960 U film); Anthony Newley.

I.T.A. - REGIONS

- 3.35 p.m. Horoscope 3.40. Women Today 4.10. Boston Place 4.40. Magic 4.55. Shiny 5.15. Magic 5.50. News. 6-12.20. Crossroads. 7-11. The Running Man (1963 film); Laurence Harvey.

RADIO

- 1.15. Club: Dave Carr (12.50 & 1.30). News. 2. Tony Brandon News (2.50 & 3.20). News. 3. News. 4. News. 5. News. 6. News. 7. News. 8. News. 9. News. 10. News. 11. News. 12. News.

Theatres, Cinemas, Art Galleries

A large grid of advertisements for theatres, cinemas, and art galleries, listing various shows and events.

